

**CANADIAN
FARM IMPLEMENTS**
1911

CANADIAN FARM IMPLEMENTS

VOL. VII., No. 1

WINNIPEG, MAN., JANUARY, 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 cents



Union Bank Building, Winnipeg.

UNION BANK OF CANADA

HEAD OFFICE—QUEBEC

PAID UP CAPITAL - \$4,000,000
REST AND UNDIVIDED PROFITS - \$2,697,000
TOTAL ASSETS (OVER) - \$47,000,000

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The Bank has Agents and Correspondents in all cities of importance throughout Canada, the United States, the United Kingdom, the Continent of Europe, and the British Colonies.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.;** **Calgary, Alta.;** and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

SUN FIRE

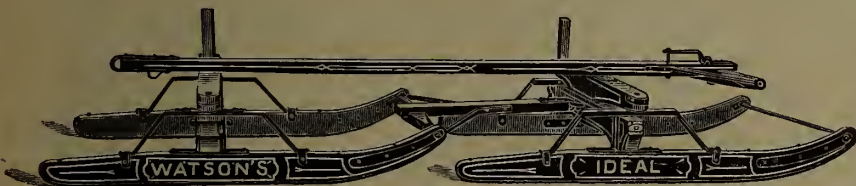
The Oldest Insurance Office in the world
FOUNDED A.D. 1710 BI-CENTENARY 1910

HOME OFFICE: LONDON, ENGLAND

Canadian Branch, Sun Building, Toronto, H. M. Blackburn, Manager.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

Watson's Sleighs are Trade Winners

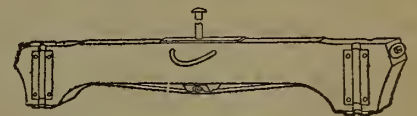


Watson's Ideal Sleighs have many points of superiority to recommend them. More and heavier steel is used than on other makes; only the best seasoned and straight grained wood is used for runners, benches, poles etc; cast shoes of our own special patented design, greatly superior to any other; painting, striping and varnishing done thoroughly and attractively; runners are shaped so that the point of contact is directly under bench and they will ride on top of road, no skidding; made in all sizes.

Get our Agency—a Profitable Line for Dealers

BECAUSE
THEY ARE STRONG,
DURABLE,
WELL FINISHED,
LIGHT RUNNING
AND MODERATELY
PRICED

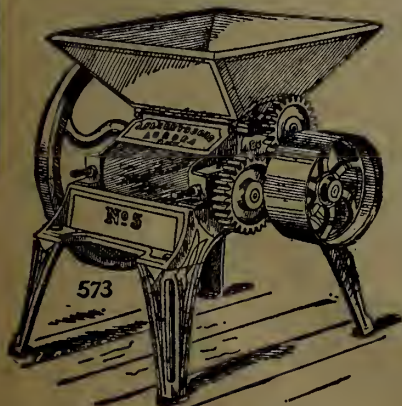
We still have some Sleighs
on hand
and can ship promptly.



Patent Trussed Bench, will not sag or break

John Watson Mfg. Co.

WINNIPEG.



Roller Grain Crushers.

Two Roller and Three Roller Machines in different sizes,

Crush all grain for horses—improve the horses' condition, and save money.

FAMOUS

"Rapid-Easy" Grinders

Do more work with same power than others!

Largest line made in Canada and in sizes to suit all powers.

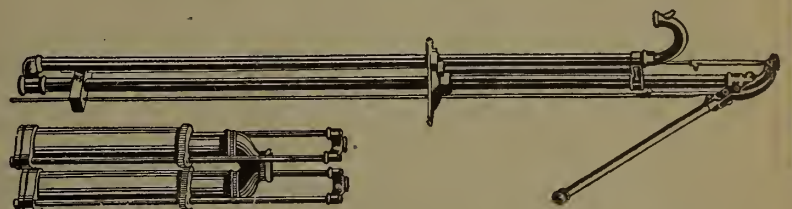
Thousands upon Thousands sold in Canada, and are selling more largely today than ever before.

QUALITY COUNTS.

JOHN DEERE PLOW CO. Ltd., Sole Agents

WINNIPEG REGINA CALGARY EDMONTON LETHBRIDGE

J. FLEURY'S SONS, Aurora, Ontario, Canada.



Ideal Double Action Galvanized Force Pump

This Pump is superior to anything on the market, is simple in construction, and cannot get out of order. The cylinders work instead of the plungers; no packing box, therefore no leakage. Valves and valve seats brass—no rusting—holds the water. One cylinder can be worked with windmill leaving the other free for hand. Sizes 3 and 3½ in. cylinders. We guarantee this pump and will replace any part found defective.

Among other lines we handle Melotte Cream Separators, Cotton Duck Threshing Belts, Waders, "Ideal" Gasoline Engines, etc.

MELOTTE CREAM SEPARATOR CO., LTD.

312 Ross Ave., WINNIPEG.

The *Manitoba* Line for Big Profits

Largest makers of Wood and Iron Pumps in Western Canada. A Pump for every service, single or double acting. Send for special pump literature describing complete line.

Save the freight and duty charges. Buy direct from the Manufacturer.



7 h.p. Vertical Hopper-Cooled.

We manufacture Gasoline Engines in all sizes from 2 to 25 horse power. Vertical, Horizontal, Stationary and Portable



Made in sizes 6 to 12 in. Does lots of work with little power.

GET OUR 1911 CONTRACT AND DEALERS' PRICES AND SECURE THE BUSINESS

Manitoba Windmills are known to every dealer in Western Canada. They are the easiest selling windmills in the world. Strong and Reliable.



Made in the West for the West. All sizes. —Power and pumping!

Manitoba All Steel Saw Frames are strong and rigid, evenly balanced, and will run with little power.



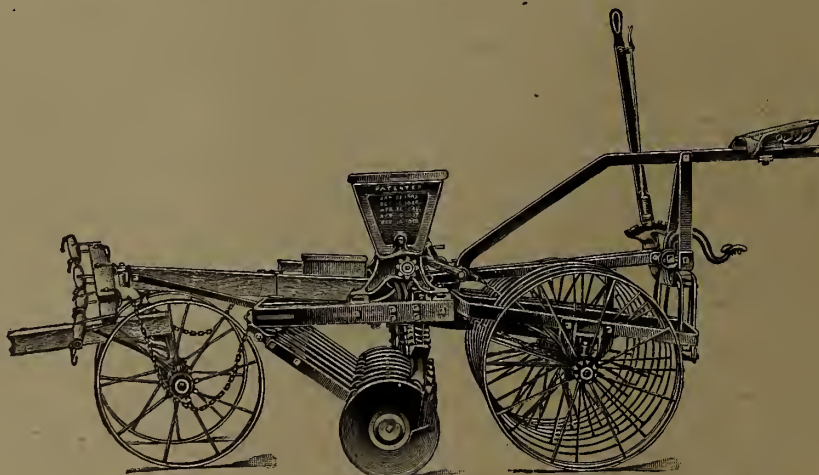
THE MANITOBA WINDMILL AND PUMP CO., LTD.
BRANDON, MAN.

Box 301

PRESS DRILLS

ALWAYS INSURE GOOD CROPS

GRAIN DRILLS
IN ALL STYLES
AND SIZES



SINGLE DISK
DOUBLE DISK
AND SHOE

THE AMERICAN SEEDING MACHINE CO.

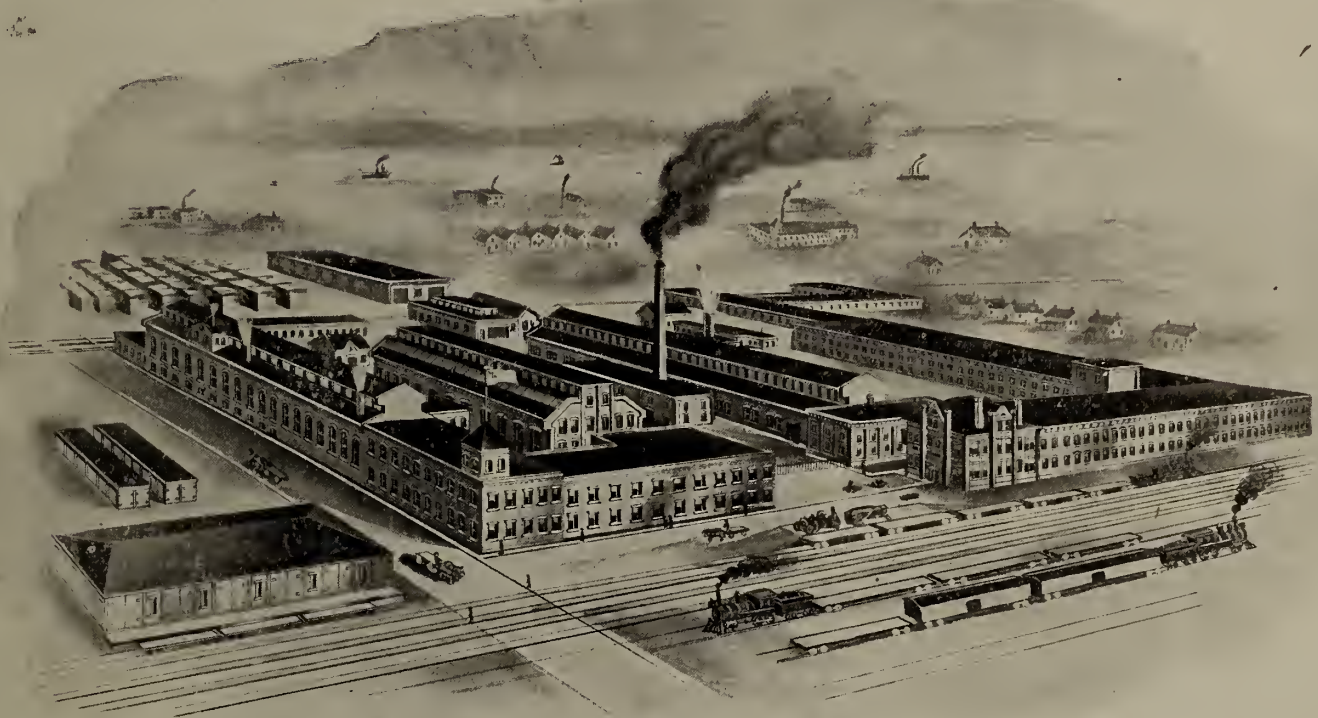
(INCORPORATED)

Corner King and James Sts., WINNIPEG.

AN AEROPLANE VIEW

OF

The Birthplace of Sawyer-Massey Machinery



Largest Engine, Thresher and Road Machine Plant in Canada

In these works great strides are apparent for 1911. Immense structural additions have been made to three of the great Factories. Mammoth new machines and tools have been added to the already large equipment, and more are being installed, which will make this plant the most complete and modern of any found in America to-day.

BETTER PLOWING AND THRESHING AND MORE OF IT will be the slogan of the Sawyer-Massey Co. for the coming season.

STEAM POWER.—Sawyer-Massey Engines, though highly satisfactory during 1910, will be superseded by most powerful and more effective engines for 1911. These will be built so as to readily comply with the Boiler Inspection Acts of the North-West Provinces, giving them the highest rating of any Steam Traction on the market.

GASOLINE POWER.—In addition we will handle the two very finest types of Gasoline Tractors produced at the present time, namely, the OHIO TRACTOR, manufactured by the Ohio Mfg. Co., Marion, O., U.S., and the BRITISH COLONIAL TRACTOR, manufactured by Marshall, Sons & Co., Gainsborough, Eng.

All our Customers and Agents can therefore rest assured that their interests will hereafter be taken care of in a manner not before equalled.

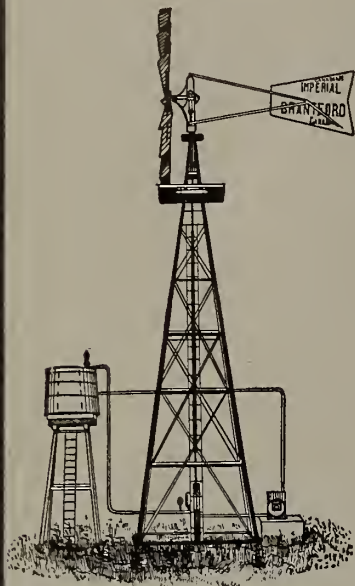
Our Western Staff is being materially increased, and new offices and warehouses are being installed at leading points throughout the West.

Would you like to have our Latest Catalogue?

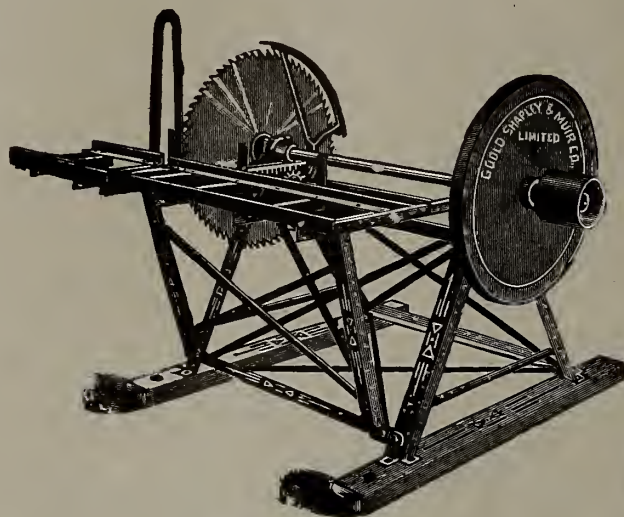
Sawyer-Massey Co. Ltd., Winnipeg, Man.

Ideal Gasoline and Wind Power

Our Line Includes Gasoline Engines, Windmills, Maple Leaf Grinders, Brantford Steel Frame Wood and Pole Saws, Iron Pumps, Wood Tanks, Concrete Mixers, Etc.



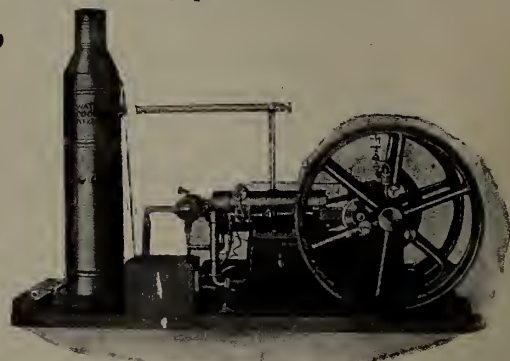
"Imperial" Pumping Mill is the mill that beats the world.



Steel Frame Wood Saw

Also built with pole attachment with balance wheel placed so that any length of pole can be handled

Thousands of these Grinders are giving the best of satisfaction



Maple Leaf Grain Grinder

Ideal Gasoline Engines adapt themselves to every power job on the farm. They are wonders for Efficiency, Durability, Reliability, and are guaranteed in every detail to be constructed of the very best material and by skilled workmen.

Stationary or mounted, from 1½ to 50 h.p.

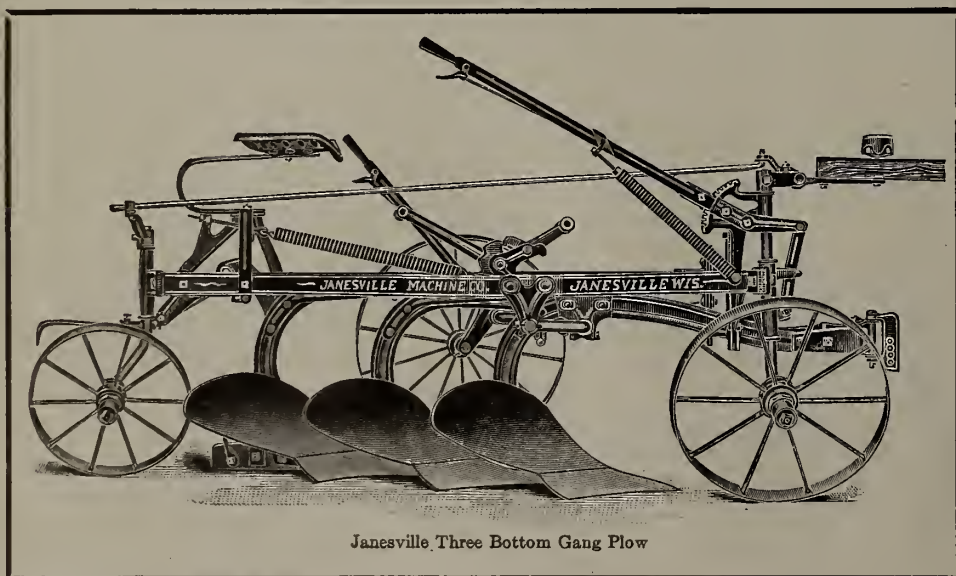
WRITE FOR CATALOGUE OF OUR PORTABLE AND TRACTION GASOLINE ENGINES

GOOLD, SHAPLEY & MUIR CO. LIMITED

FACTORY: BRANTFORD

230 PRINCESS STREET, WINNIPEG

Three Bottom Gang Plows



Janesville Three Bottom Gang Plow

Are coming into use along with the demand for larger sized farm tools of all kinds.

The Janesville is one of the most practically built Three Bottom Gangs now in general use. The horses pull the bottoms out of the ground, as well as pull them into it. This is a very important point, especially on a gang plow.

Naturally the first thing inquired about is the draft of a plow of this size, and how much horse power is required to handle it. Our tests all show that in ordinary use five horses can very easily

pull the plow; of course the condition of the soil and the depth plowed have everything to do with the draft. Drop us a line and let us send you our Plow Booklet which tells you all about our plows of all kinds.

Made by THE JANESVILLE MACHINE CO., Janesville, Wis.

CANADIAN SALES AGENTS: AMERICAN SEEDING MACHINE CO.,
(INCORPORATED)

King and James Sts.
WINNIPEG

HARNESS and CARRIAGES

Farm Team
 Dray, Express
 Lumber, Single and
 Double Carriage
 etc.



Buggies, Traps
 Phaeton, Surreys
 Road Waggon
 Democrats
 etc.

Your Spring Stock should be in your Warehouse not later than March 1st to enable you to take advantage of the early and best trade

Let us have your orders NOW to insure delivery in good time

Heney Carriage and Harness Co. Ltd.

MONTREAL, P.Q., and WINNIPEG, MAN.

THE LIGHTNING FLASH IS MERCILESS

The danger from lightning is not imaginary. It scares people who are brave under all other circumstances. During last summer the damage to property and loss of life by lightning was very serious, and there is no shadow of doubt that

**This Loss might have been
Prevented**

by installing a scientific system of lightning arresters which divert the electric flash harmlessly to the ground. During the months of May to August inclusive, 115 buildings were struck by lightning, causing a damage in 52 cases of \$118,835. During the same period 18 persons were killed and 25 injured by lightning.

It is beyond all doubt that this damage to property and loss of life within the building might have been averted if they had been protected by

The Townsley System

THE CANADIAN LIGHTNING ARRESTOR AND ELECTRIC COMPANY



We Wish You A Happy New Year

and if you handle the Townsley System of Copper Cable Lightning Arresters, we assure you that 1911 will be profitable for you.

When in Winnipeg give us a visit and see our wonderful Lightning Demonstration. We can convince you that protection against lightning is a necessity.

We want hustling dealers to handle our goods

**OFFICES & FACTORY
199 MAIN ST.,
WINNIPEG . . . MANITOBA
CANADA**

GUAR-
ANTEED

PRO-
TECTION

99%

PURE

COPPER

FROST & WOOD

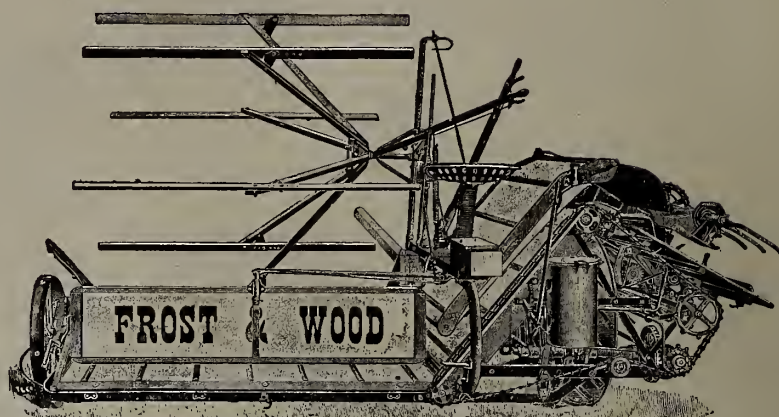
Farm Machinery

BINDERS

You cannot sell a better Binder than the Frost & Wood. It has capacity for cutting any and all kinds of grain and has a Binding Attachment and Knotter you can rely on to tie every sheaf that the Elevators send up to it.

Light in draft because we put Roller and Ball Bearings at every point where friction (and that means draft) would otherwise occur. This saves both your Binder and your horses.

Eccentric Sprocket Wheel on Binding Attachment is a special feature. It makes the Binder turn out a better sheaf for stooking and drying than you can get from any other Binder. It also makes the machine discharge its sheaves without that "jerk" so noticeable on other makes of Binders when the discharge arms are kicking out the sheaves. That "jerk" is hard on the horses as well as on the Binder.



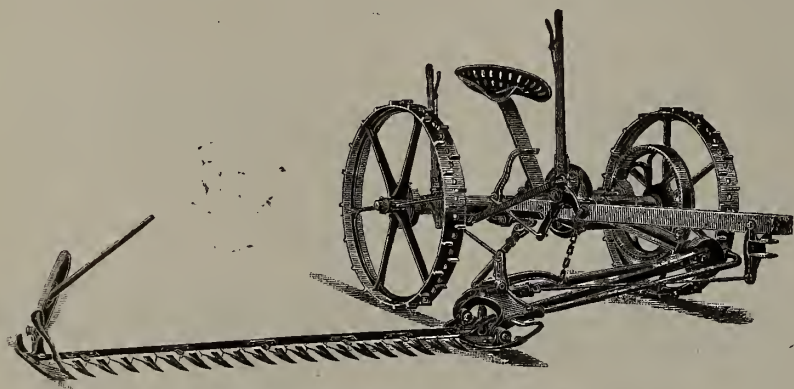
IMPROVED No. 3 BINDER.
Built in 5 ft., 6 ft., 7 ft. and 8 ft. widths.

MOWERS

We believe you will find this the easiest Mower to sell that you have ever handled. It has won for itself an enviable reputation for doing satisfactory work no matter what was the condition of the land on which it was operated.

It is built on the Internal Gear principle. The large Cog on the Left Drive Wheel folds over and travels in the same direction as the small pinion which works in it and which drives the pitman. You won't find this arrangement of Gears on any other Mower.

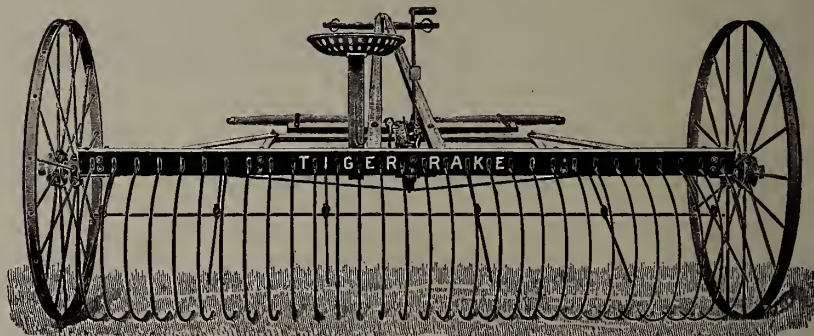
Its advantage lies in the fact that with the small pinion inside the large gear, there are always two cogs fully in mesh and one partly meshed. That makes the knives start cutting just as soon as the horses step forward—no lost motion there, or no necessity of backing up the teams to "get things going" before putting the bar into the hay.



FROST & WOOD No. 8 MOWER
Built in 4½ ft., 5 ft., 6 ft. and 7 ft. widths.

SIDE DELIVERY AND SULKY RAKES

We manufacture a full line of Rakes and Hayloaders. They are all built of carefully selected materials and all Spring Teeth are thoroughly tempered and tested before being sent out. You will find that Frost & Wood Haying goods will last and do satisfactory work for many years. We can refer you to farmers who have used our line of goods for 25 years and they tell us their machines are good for some time yet. That record is due to the quality of materials we put into the Implements and to the care that is taken of the machinery by the farmer.



FROST & WOOD "TIGER" RAKE.
Built in 9 ft. and 10 ft. widths.

Seeding and Cultivating Implements

Besides the lines illustrated here we carry a full line of Frost & Wood products.

Disc and Shoe Drills,—Celebrated for their Single Disc Ball Bearings.—Windsor Disc Harrows.—Spring Tooth Cultivators. "Climax" Cultivator, the Famous Weed-Destroyer. Ask for Booklet illustrating the detail of the different lines.

Send at once for Catalogue describing the full Frost & Wood line.

A Contract with us for the Frost & Wood line gives you control in your vicinity of the best line of Haying, Harvesting and Cultivating Machinery built in Canada.

Sole Selling Agents for Frost & Wood Machinery in Western Canada

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

Most Wonderful of GRAIN CLEANERS is the "WONDER"

The One Positive Success in Separating Wild Oats from Wheat and Barley

Fifteen Sieves (all Zinc) are used in this PERFECT GRAIN CLEANER with Oscillating Feed Pan and Adjustable Upper and Lower Shoes



The gang of **Five Zinc Screens** used in the upper shoe for wheat (the top sieve covered with oil cloth) makes it practically impossible for the oats to pass through with the wheat. This covering makes the oat grains lie flat, and they **cannot do otherwise** than fall out at the back of the mill as screenings. Any possible "misses" are provided for in the screens the grain passes through later.

The special construction of the sieves is carried out with the object always in view of retaining the **flat** position of the wild oats so they will not go through the round sieve holes with the wheat. This end has been perfectly attained and the operation of the sieves is invariable.

We cannot do justice to the many ingenious devices introduced into this machine in a brief notice. Write us at once for our **detailed** printed matter, giving the fullest particulars; but five minutes' inspection of the "**Wonder**" doing its work would convince you that here indeed is a cleaner that will **clean perfectly** and **clean rapidly**.

Made in two sizes: No. 2, screens 32 in. wide; No. 1, screens 24 in. wide. We recommend the large size mill (No. 2), as its capacity is much larger, and it is quite easy to handle. Either can be furnished with a strong, practicable bagger of large capacity.

Unlike other makes the "**Wonder**" includes a gang of four upper shoe zinc barley screens in its regular equipment (no extras). It is important that this special barley gang can be used for abnormally large wheat.

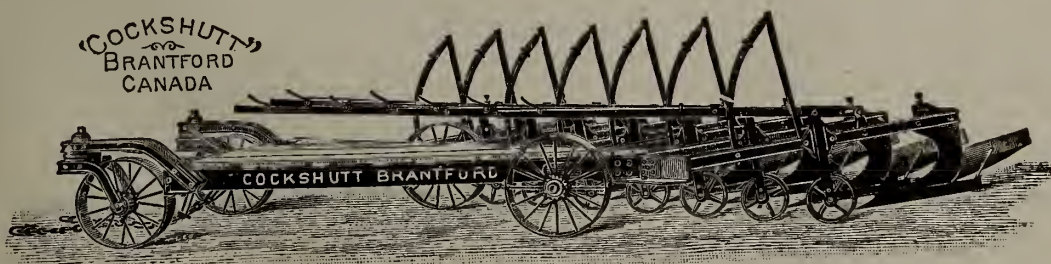
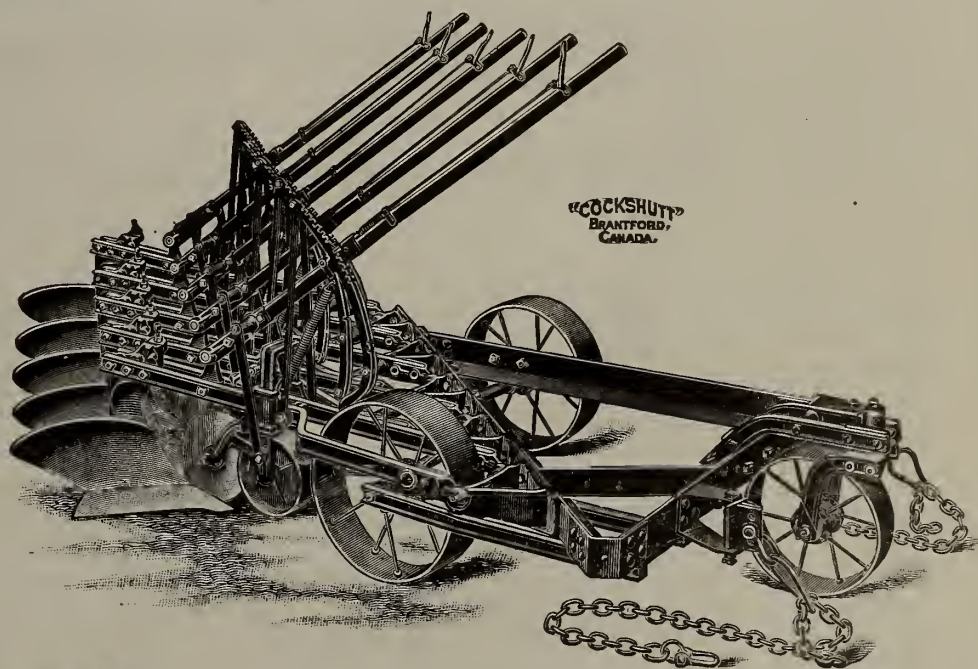
COCKSHUTT ENGINE GANG

Still the original and only engine gang that has demonstrated itself to be a thorough success under every condition.

Every Customer satisfied and Enthusiastic.

Don't Try a Costly Experiment.

Sell what you KNOW is successful.



Five Furrow Engine Gang for Gasoline Tractors. Equipped with stubble bottoms and swivel rolling colters, (wood platform detached to show construction).

Seven Furrow Engine Gang. Equipped with breaker bottoms, fin cutters and extra shares, or stubble bottoms and swivel rolling colters. Also made in 6, 8, 10, and 12 furrow sizes.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

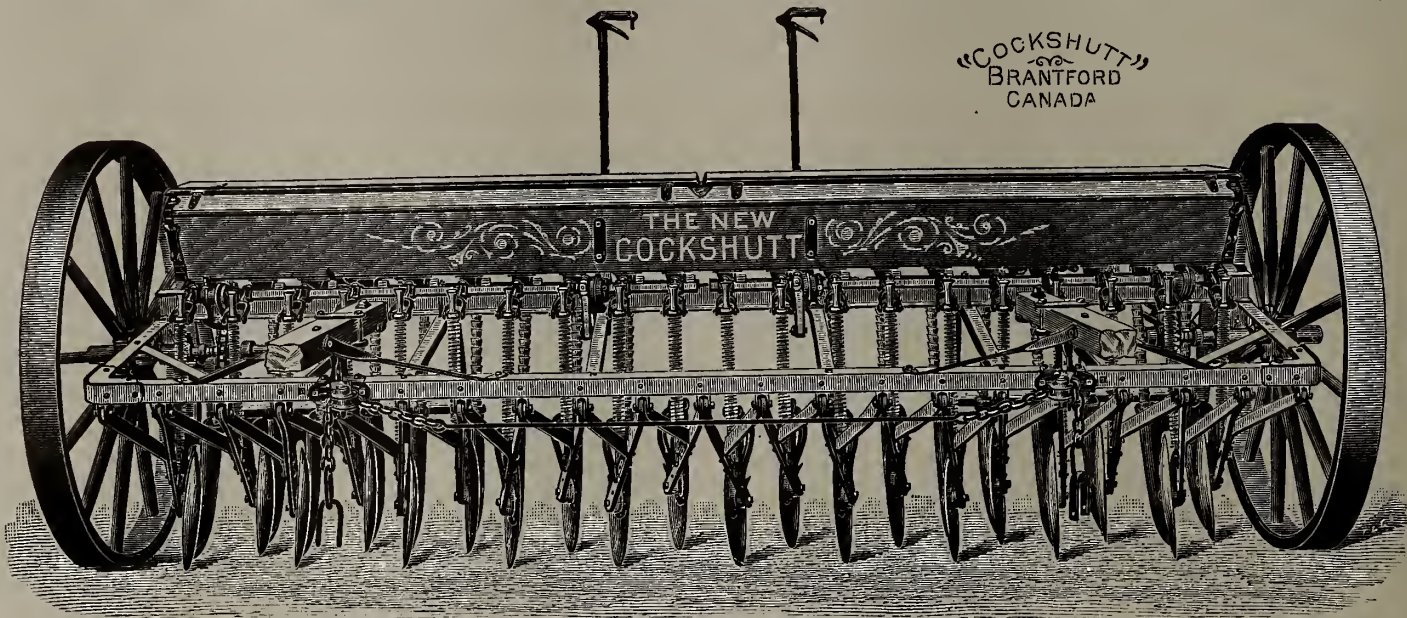
CALGARY

EDMONTON

IN THE "NEW COCKSHUTT"

THE FRAME CARRIES THE GRAIN BOX

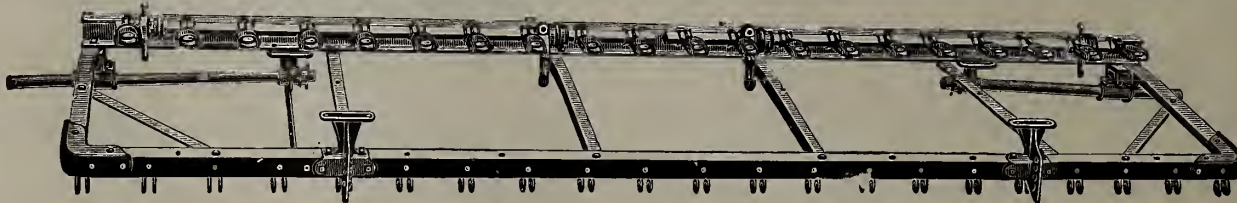
(The Grain Box is not called upon to hold up the Drill)



Our many years' experience with continuous axles (drills held up in the centre by the grain box) taught us that a thoroughly light draft, true running machine could only be made with the frame carrying the weight. Long grain boxes (18, 20 and 22 shoe machines), even when well trussed, will sag in the centre and bear heavily on the turning continuous axle. At every revolution of the axle the weight of the box and its contents has to be lifted by the axle in order to allow it to turn. This adds enormously to the draft.

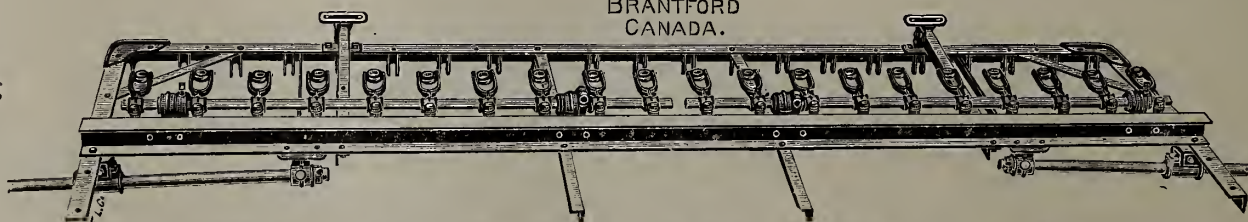
By our new method of construction the weight is carried by the heavy I beam, and we are enabled to use short axles and chain drive, which have made our drill the envy of all competitors owing to its lightness of draft and its constant true position of the working parts.

Heavy I
Beam carries
the weight.



All castings
strong and
riveted to
frame. (No
bolts to shake
loose).

Frame strong
and rigid.



Short axles
(pivoted bear-
ings) make
the "New
Cockshutt"
the lightest
draft machine
ever built.

Frame used on all "New Cockshutt" Drills—Single Disc, Double Disc or Drag Shoe.

FRAME. The Frame is of the drop pattern, made of high carbon angle steel. The corners are reinforced by malleable corners and steel corner braces. A heavy I beam runs the entire width of the machine. Castings of great strength that carry the pressure bar and axle are riveted to this beam. (No bolts to shake loose). Two centre cross angles are riveted to front angle and I Beam; braces connect these two angles to box and centre box braces, under which pass two truss rods, thus bracing the frame well in the centre and adding greatly to its strength. The frame is all riveted together—users on rough ground will appreciate the above construction with no bolts to shake loose. The frame will always be rigid and true—keeping all working parts in proper alignment—insuring true running and a solid foundation.

AXLES. Axles are made of cold rolled steel shafting, perfectly uniform in size and of greater strength than the ordinary rough steel shafting. By the use of cold rolled steel shafting our axle bearings are better fitted and wear longer. Our end axle bearings are pivoted to frame—this feature prevents the biting of the axle. We use short axles which are set at the correct angle to give the proper pitch and gather to the wheels—this feature is essential to a light draft machine and cannot be obtained by a continuous axle. By the use of short axles and self-aligning axle bearing, we have the lightest draft machine ever made. Our axle bearings are furnished with steel compression grease cups. (No digging out of oil holes). The bother and unreliability of the oil can is thus eliminated.

WHEELS. Wheels are large and strong with extra long bearings which prevent wheels from wobbling. They are 48 inch diameter, 4 inch tire for 18, 20 and 22 Shoe Machines, and 3 inch tire for 14 and 16 Shoe Machines.

SHOES. The "New Cockshutt" is sold with Single Disc, Double Disc, or Drag Shoes, (Strictly interchangeable). They are set 6 inches apart, with 6 in. stagger on Double Discs and 7 inch stagger on Single Discs. This latter feature makes the Cockshutt Drill unequalled for seeding wet and sticky land. Also in new land it permits the sods to pass through without bunching in front.

Our Double Disc and Single Disc furrow openers, grain boots, scrapers, bearings, etc., are well known as the most durable and efficient ever manufactured. See detailed description in our new drill catalogue.

Select Cockshutt Drills and devote yourself to their sale and an unprecedentedly successful drill trade will be your reward

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 1

WINNIPEG, MAN., JANUARY, 1911.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Business Suggestions for 1911

EXTRACTS FROM AN ARTICLE BY J. M. ROBINSON, DIST. SALES MGR., I H C,
IN HARVESTER WORLD

The art and science of salesmanship is one of the most interesting as well as complex problems which enter into our business life, and the successful salesman is always in strong demand as a dividend-earning factor.

Success, in selling, cannot be measured from the standpoint of volume alone.

If you expect to hold and increase your trade, high ideals and principles must be taken into account also, and with the influence of these ideals, the salesman or dealer is in line to develop the full possibilities of his territory.

There is, to a greater or less extent, sentiment in our business—without it we should lack strength and vitality. What is the friendship and loyalty of your customer if it is not sentiment?

Be slow to make a promise, but when once made, make it good; no matter how trifling it may seem to you, you cannot always tell what it means to the other fellow.

In outlining the advantages of your line of machinery, you should study and watch the mood of your prospect; follow his disposition and adapt yourself to it—if you do, it helps to put your customer in a receptive frame of mind.

After you make your mind up as to what his requirements are, engage him in general conversation—try him out along all possible lines pertaining to your mission, obtain his views from all angles on the subject in mind before you disclose your object—thus you have an advantage by knowing his attitude towards your goods; then shape your method to fit the conditions as you have developed them.

Be frank and sincere in your work, impress your customer with your own earnestness and enthusiasm, and he will catch the spirit, too.

When your prospect is at the height of his interest in your proposition is generally the psychological moment to ask for his signature to the order.

At this stage of the sale your ability as a mind-reader comes into play and should guide you as to just how to handle the situation.

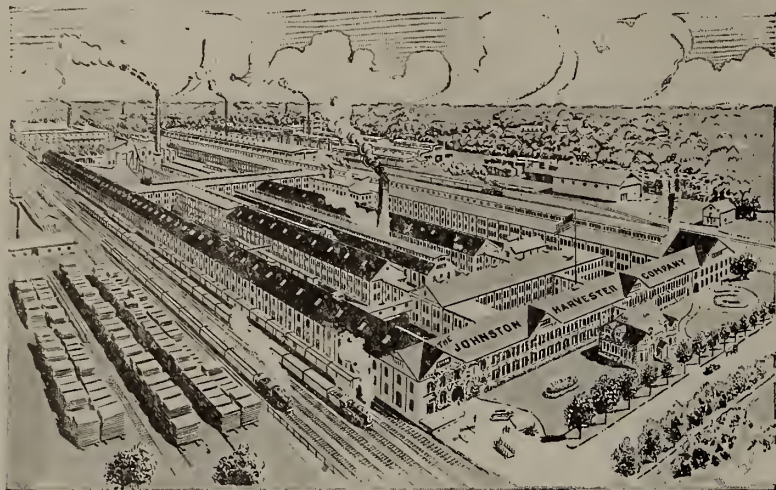
Be conservative in your arguments and be sure you can deliver all you claim, and drive home the fact in a tactful manner.

Patience and perseverance are necessary virtues in the selling game, and we need them both.

Keep up a successful appearance—a good front makes a favorable impression and will gain a better audience than an indifferent manner.

Have a sincere interest in your customer's welfare and you will reap many benefits by so doing.

Be loyal to your line, your customers, and yourself.



Plant of Massey-Harris Co. at Batavia, New York, U.S.A.

EXPANSION OF MASSEY-HARRIS COMPANY, LIMITED

In several of the recent issues of the Press, mention, more or less at length, was made in relation to the purchase by the Massey-Harris Company, Limited, of the Johnston Harvester Company, located at Batavia, N.Y., U.S.A. Lately we have had the opportunity of obtaining further details and a photograph of the very large plant which the Massey-Harris Company, Ltd., have taken over, and believing it would be of interest to our readers to know more minutely the remarkable growth of an institution which is devoted to manufacturing farm machinery, we publish this article.

The Johnston Harvester Co. was really founded in the firm of Fitch, Barry & Co., which company was located at Brockport, N.Y., in the early years. It will be of interest to know that the first McCormick reapers were constructed in this factory in the year 1847. During the years 1850, '53 and '68, various changes were made in the name and management of the factory until 1871, when the Johnston Harvester Company was incorporated, with Mr. Johnston as president. From a comparatively small institution the firm grew and prospered until,

at the time of its purchase by the Massey-Harris Company, Limited, it was known as one of the leading farm implement manufacturing companies of the United States.

A good idea of the size of the company, an illustration of whose plant appears at the head of this article, may be obtained when the statement is made that the works, including the buildings and yards, cover twenty-six acres, each department and building being especially designed and adapted for its particular part of the work. The motive power is electricity. All machinery in all departments is electrically driven by two of Parson's turbine engines and dynamos, which are capable of generating seventeen hundred horse power, and at any time it becomes necessary, power may be had from Niagara Falls. The entire factory is equipped with a most up-to-date system of fire protection. An overhead trolley system is employed to facilitate the handling of material, etc.

Particular mention might be made of the malleable plant, since it was one of the first buildings to be constructed entirely of cement in Western New York, and

because it is one of the most modern and complete plants in this country. The capacity is very large, and the entire equipment is of the latest type.

Batavia, the home of the Johnston Harvester Company, is ideally located for a manufacturing centre. It is on the main line of the New York Central, Lehigh Valley, branch of the Erie, R.R., and three division branches of the New York Central Ry. The facilities for receiving raw material and dispatching the finished article are excellent.

The business of this firm encircles the globe. The principal European office is in Paris. In the United States, branch offices are maintained in Albany, N.Y., Harrisburg, Pa., Pittsburg, Pa., Columbus, O., Toledo, O., Indianapolis, Ind., St. Louis, Mo., Kansas City, Mo., with representatives in Minneapolis, Minn., Milwaukee, Wis., Bloomington, Ill., Omaha, Neb., Dallas, Tex., San Francisco, Cal., and distributing and transfer houses in all important cities.

The line of goods manufactured includes grain binders, corn binders, reapers, mowers, rakes, tedders, hay loaders, manure spreaders, disc, orchard, spring and spike tooth harrows, land rollers, etc.

Cost of Doing Business.

E. W. McCullough, in addressing the Iowa Dealers' Convention, at Des Moines, spoke of the improved conditions in the implement business during the past year, owing in part to the vigorous campaign on cost accounting and better business methods. "Get right," he said, "Get right on your costs of doing business."

"The rule of cost figuring is very simple:

"1. Make a list of every item of expense to your business for the year, and add them together to show your total expenses.

"2. Ascertain the total amount of your sales for the same period.

"3. Divide your total expense by your total sales, and the result will show what per cent. it costs you to do business.

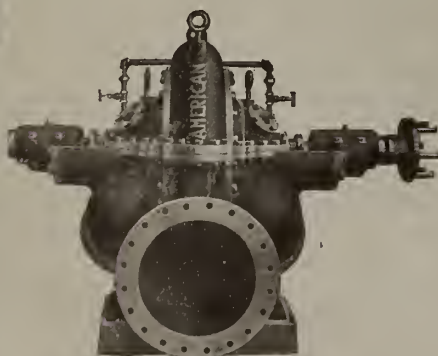
"If all your lines require about the same amount of expense in handling and selling and are bought and sold on about the same terms, their selling prices should carry an equal burden of expense and profit, otherwise with cash or short-time lines the frequency of turning capital invested in them should be considered in apportioning expense and profit.

"The stickler in figuring costs is generally found in the failure of many to recognize all items of expense, and a good and simple rule to follow in a retail business is that 'everything paid out except for goods' is expense.' There are a few exceptions to this rule, but not many.

"It would be interesting to know how many who were in this audience last year, and who were not doing so, are today charging into their costs a regular salary for themselves and members of their family employed in the business, rental for property owned by them and used in the business, depreciation on everything which has suffered loss in value by reason of age or wear and tear, and last, but not least, how many have figured into their costs (not entering it in their books, however) interest on their investment?

We mention these items because of their character and the fact that they have in many cases been overlooked, for until the trade generally get to figuring their costs in such a manner as to get them all included we cannot hope to see selling prices on a fair and profitable basis. The expenses of every business establishment are different, depending on the volume of business done and the expense, yet it has been found in retailing implements and vehicles the difference is not great—for instance, where sales

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

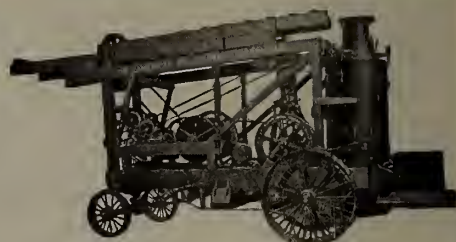
Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A.

Chicago Office, First National Bank Building



run from \$10,000 to \$25,000 per year, the percentage of expense on sales will range from 18 to 22 per cent., and on sales from \$30,000 to \$50,000, 15 to 20 per cent., it readily will be seen that the difference in costs of doing business between large and small establishments is really small when applied to a plow, harrow or wagon, so in fixing your selling prices on what you know it costs you to do business you can have the satisfaction of knowing that your competitor's expenses are not very far from yours either way.

The knowledge of costs is a safeguard of profitable prices, where a price fixed by the manufacturer or jobber never can be, for you would never sell a wagon costing you \$70 at \$68 if you actually knew what it cost you; but if a manufacturer or jobber fixed the retail price at \$70 you probably would not stop to figure your cost, and, believing that the manufacturer who had fixed the price had included a liberal amount of profit, you would be tempted to cut a little, but if you knew your costs that would form the dead-line and you would not cross it.

Any dealer who hasn't a mailing list should build one up at once. It is the greatest connecting link between the retailer and his customers.

Deep thinking does not always find a ready outlet in fluent speech.

Wholesalers' Banquet:

The Annual gathering of the Winnipeg Wholesale Implement Dealers' Association was held Dec. 20th, at Deer Lodge. Host Chadwick put on a good spread, which was much appreciated by all, and a musical program added to the enjoyment of the evening. Several speakers rose to the occasion after the board had been cleared, and their sallies met with a hearty reception. Those who addressed the gathering were, H. W. Hutchinson, O. F. Berkey, John Turnbull, John Stevens, J. D. Duthie, and M. J. Rodney, president. Altogether the affair was a decided success, the memory of which will linger pleasantly in the minds of those present, who were as follows:—S. S. Bean, American Seeding Machine Co.; E. E. Lyday, J. S. Findlay, Parsons Hawkeye Mfg. Co.; J. H. Turnbull, Sawyer-Massey Co.; M. J. Rodney, I. A. Shantz, International Harvester Co.; L. D. Logan, Sharples Separator Co.; A. C. McRae and R. F. McRae, W. B. Pqund, G. E. Ansley, McLaughlin Carriage Co.; E. Ellwood, H. P. Hansen, Empire Cream Separator Co.; O. F. Berkey, R. Mackay, W. J. Berry, Canadian Moline Plow Co.; F. D. Blakely, Canadian Farm Implements; John Stevens, John Stevens Co.; H. W. Hutchinson, John Deere Plow Co.; J. D. Duthie, Nor'-West Farmer; T. Wadge, Hero Mfg. Co.; D. J. Taylor, E. D. Goetz, Goold, Shapley & Muir

Co.; I. J. Haug, Haug Bros. & Neller-moe; E. S. Strachan, John Watson Mfg. Co.; H. H. Hurd, O. E. Chapman, Ontario Wind Engine and Pump Co.; D. C. Coutts, Joseph Merrett, Farmers' Advocate.

Peter Palpitates.

Canadian Farm Implements has turned down a large number of advertisements offered from various sources, believing that the "shoemaker should stick to his last," and the implement paper should advertise farm machinery. Many branches of industry and business have shown a rather flattering eagerness to use our advertising columns, including the mail order houses, but never before have we been tempted to range forces with Dan Cupid and run a matrimonial bureau. But our editorial department is not so slow that the unexpected never happens, and in going through

our mail on the last day of the old year the following gem from a love-lorn individual, old enough to know better, met our gaze:

"Being 27 years of age, profession, blacksmith and carpenter, with a few hundred dollars capital, seek a girl or young widow who has own farm. English or Polish. Shall communicate.

"Peter Boiko."

66 Farm St., Montreal, P.Q.
Next, Please!

A Correction.

Owing to an unfortunate error on our part the advertisement of the Ontario Wind Engine and Pump Co. in our last issue, invited dealers to "get our contract for 1910." This should read "1911," and we take this means of rectifying the mistake. Mistakes, it would seem, creep in despite the utmost care. Remember, "to err is human, to forgive divine." We sincerely regret the oversight.

Sell the "BISSELL," the HARROW THE BEST FARMERS WANT

Western Farmers realize that cultivation with the right Disk Harrow increases their crops. There is a vast difference in Disk Harrows though, and the best farmers select the "Bissell" as the Harrow that gives the most thorough cultivation, that stays down to its work and stirs all the ground, that has the greatest capacity and that does both the most work and the best work. So, when an agency is wanted for a Harrow that will sweep everything before it, the "Bissell" is chosen. "Bissell" Agents make money because farmers want that kind of a Harrow. The "Bissell" is so designed that the hitch is well back, the seat projects over the frame and the frame is directly over the gangs. This construction removes the weight of the Pole, Levers, Braces and Driver from the Horses' Necks. But write for booklet giving complete description; also ask for prices and local agency for your territory. Address—

T. E. BISSELL CO., Ltd.

DEPT. E

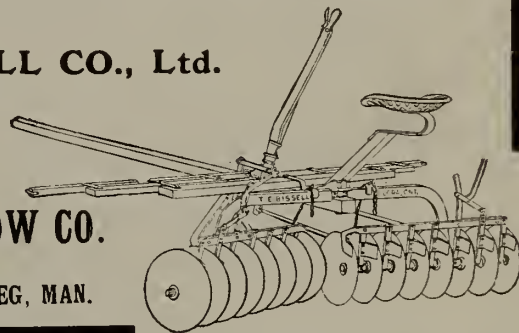
ELORA, ONT.

OR

JOHN DEERE PLOW CO.

LIMITED

Western Agents, WINNIPEG, MAN.



THE "BT" LINE

includes

Litter Carriers Steel Stalls Stanchions
Hay Carriers Load Binders Rack Clamps, Etc.

If you have not the agency for any of the above lines, write us to-day and we will be pleased to have one of our travellers call and contract with you.

They are clean lines to handle, and the profits are large.

Write for Catalogues and Information to

BEATTY BROS.
BRANDON, MAN.

Head Office and Factory: Fergus, Ont.



Hero Grain Separators

SOLD ONLY THROUGH
THE TRADE

Hero White Cloud Washing Machines



A Grain Separator without an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

Send in your Order NOW, we can SHIP PROMPTLY

HERO MANUFACTURING CO. LTD., Winnipeg

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

Returned With Thanks!

Orientalists are nothing if not courteous, and the Chinese editor upon whom falls the duty of returning manuscripts to literary aspirants climbs to a height of politeness unknown to his brothers of the New World. Here is an example from E. V. Lucas' new book "The Second Post."

Illustrious brother of the Sun and Moon.—Behold thy servant prostrate before thy feet. I kowtow to thee and beg that of thy graciousness thou mayest grant that I may speak and live. Thy honored manuscript has deigned to cast the light of its august countenance upon me. With raptures I have perused it. By the bones of my ancestors, never have I encountered such wit, such pathos, such lofty thought. With fear and trembling I return the writing. Were I to publish the treasure you sent me the emperor would order that it should be made the standard, and that none be published except such as equalled it. Knowing literature as I do, and that it would be impossible in 10,000 years to equal what you have done, I send your writing back. Ten thousand times I crave your pardon. Behold my head is at your feet. Do what you will. Your servant's servant,
THE EDITOR.

No victor believes in chance.

WINTER DAIRYING AND SEPARATOR SALES

By Fred J. Weed in De Laval Monthly.

The importance of winter dairying has been pretty thoroughly covered in previous issues. However, too much cannot be said upon this subject. It is worthy of enlargement, and if by chance there is repetition it will at least tend to emphasize what has already been said.

The farmer who keeps cows not only needs but ought to have a cream separator. The term "cows" means two or more. Without a separator he is not getting nearly all his cows produce at any season of the year, but his fixed expenses are just as large as if he were getting all of it, and the labor involved is greater without a machine than with one. He goes through the routine of dairying and throws away from 25 to 50 per cent. of the returns. Would he do this in connection with his grain crop? Certainly not. Then what logical excuse can he offer for postponing the purchase of a cream separator after he is convinced that he is suffering a loss, which we who are familiar with the business know he surely is?

At any season of the year, the placing of a machine on trial is the quickest and surest way of making a sale. A reliable separator tried under proper conditions is never returned. It commences to make friends with the whole

family the moment it is installed in the house. At this season, it is even more necessary to place machines on trial than it is during the first part of the year. The proposition may not appeal to the farmer as being very important for the moment, but it will if he is shown the loss he is sustaining. He will then appreciate that the only remedy is to purchase the machine which has been used to show him where he is at.

It is undoubtedly true that we have all been a little inclined to look upon the separator as a seasonable article. As a matter of fact, there is no other piece of machinery used upon the farm which can be put into service as quickly as a cream separator—it starts to pay for itself and earn its way from the very moment its use begins. In the last few years there has been a tremendous change in regard to fall sales. A few years ago the separator season was practically over on August 1st in Western Canada. Now we sell nearly as many machines after July 1st as we do the preceding six months. Why? Because the methods of the farmers are gradually changing, agents are becoming more aggressive, and, in short, we are all more alive to the possibilities for business.

At the present time we are re-

ceiving from our agents the names of prospects for 1911, and we are mighty glad to have them. No doubt many of these men cannot be sold this year under any circumstances. There are, however, a lot of them who can be sold right now. The man with whom a deal can be closed should not be permitted to remain as a prospect. He may tell you, and mean it, that he will buy a separator next spring, but in the meantime some smooth-tongued salesman may come along with a here-to-day-nowhere-tomorrow machine and a three-year-no-interest-pay-as-you-like proposition—the prospect is gone and the farmer "stung." Why not make it a point to keep after every live prospect? If this is done systematically you will be surprised at the results obtained.

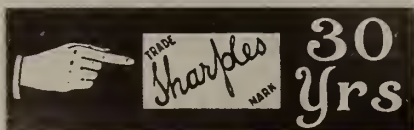
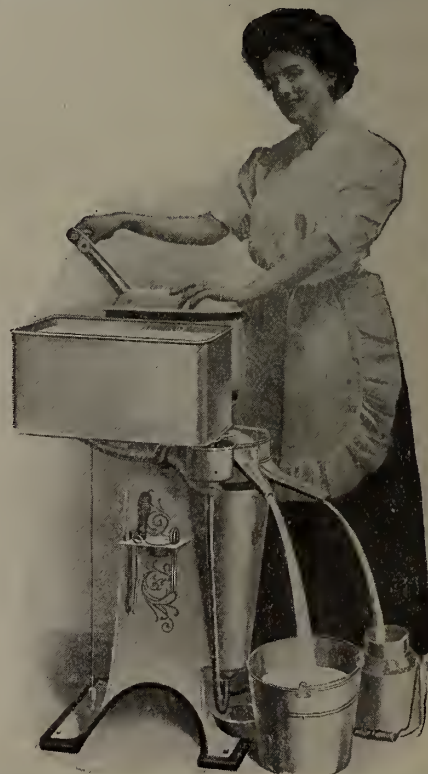
In the spring the agent is very busy selling goods which are genuinely seasonable—plows, harrows, drills, etc. Many frankly acknowledge they do not have time to look after separator sales as they would like to in March, April and May. Every 1911 prospect which is crossed off the list as sold before March means more time for the agent to devote to his other lines as well as giving him a greater opportunity to increase his total sales for the year.

DEALERS WHO KNOW SHARPLES TUBULAR CREAM SEPARATORS

know why Tubular sales exceed most, if not all, others combined, and why Tubulars probably replace more common separators than any one maker of such machines sells.

But dealers who do not know that Tubulars are later than, entirely different from, and vastly superior to all other separators naturally wonder why it is that they cannot sell other separators in competition with Tubulars.

Tubulars are The World's Best Cream Separators, and are made by the oldest separator concern on this continent. The manufacture of Tubulars is one of Canada's leading industries. Dealers only. Heavy advertising all the time. Write for particulars or ask to have a traveler call.



The Sharples Separator Co.,
TORONTO, ONT. WINNIPEG, MAN.

More cash sales can be obtained after harvest time than at any other time. We ought to use every endeavor possible to make sure of the cash now rather than take any chance of the buyer being in the same position six months hence, which in all probability he will not be, by reason of the innumerable ways there are for him to get rid of it.

The up-to-date dairy farmer knows that a cow whose period of lactation commences in the fall or early winter, if properly fed and cared for, is a profitable proposition. Moreover, he is aware that this animal will produce more the following summer than one equally as good which has been domiciled around the straw stack during the winter, with lactation probably beginning in May or June, because one is in almost perfect physical condition, while the other has to strengthen her weakened body before she is in shape to yield anything like decent returns.

By reason of the straw-stack animal's early training, she rapidly reaches the dry period, the habit having been formed of going dry with the first frost. It is impossible to derive a proper profit from a dairy by handling cows in this way. The farmer who follows this practice will not reap any material profit. While the true dairyman understands this, there are thousands of dairy farmers who do not. Agricultural

colleges and dairymen's conventions are doing a great work and we ought to accept every opportunity to help bring about better conditions. The Western Canadian farmer will go into dairying as soon as he sees there is money in it, but his profit cannot be as large as it ought to be until he understands better how to feed, breed and care for his cows.

We can afford to be persistent in selling cream separators, from the fact that the purchaser is the party who reaps the most benefit. The man who has milk ought to buy a separator now, not only on account of the benefit he will derive from it during the balance of the season, but in order that he may have the machine ready to commence its use as soon as his first cow freshens in the early winter or spring. If we systematically go after all prospects who have use for a separator at the present time, keeping the matter in mind, placing machines on trial and attempting to sell a lot of 1911 prospects in 1910, we will certainly gather in a proportion of business which if left to next spring may go to our competitors.

The man who has an old, worn-out separator, or one which, though comparatively new, is not doing satisfactory work, should be placed upon the list of prospects, and be treated as a real live one at that. No matter how poor the machine which he has used may be, it is better than pans

or any deep-setting system, and the farmer who has once used a machine will not go back to the old method.

Mixed farming in Western Canada is sure to grow. There is no doubt but that the next five years will show greater progress along this line than the last ten years have. We do not begin to produce as much as we consume, except in the way of grain, notwithstanding that a pound of butter, beef, pork, mutton, or poultry can be produced for less money here than anywhere else on the American continent, due to cheap land and the unusual productiveness of the soil.

The labor problem will in a large degree be solved when the farmer changes his methods so that he can give employment to help for the full year. Dairying and stock-raising will change the whole business system. The farmer will have money at all seasons of the year, the terms of sale will be shortened, interest account decreased, extensions rarely asked for, and losses reduced to the minimum. Surely such a condition is worth striving for. It is certainly our duty to see that the farmer gets the benefit of all his cows produce by selling him the best separator, and to use every possible means in our power to improve the present methods of dairying.

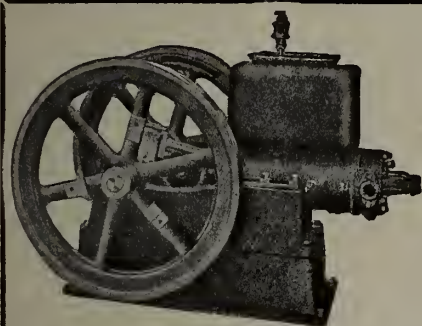
A Remarkable Cow.

It remained for the Missouri College of Agriculture, at Columbia, Missouri, to raise and develop the champion dairy cow of all the world. Missouri Chief Josephine, a Holstein-Friesian cow, finished her six months' test on July 18, producing 17,008.8 pounds, an average of 93.4 pounds of milk daily for one hundred and eighty-two days. This is equivalent to 46.7 quarts, or 11.6 gallons every day. Her highest record for one day was 110.2 pounds. This record is the more remarkable because no special preparation had been made for this test and Josephine has done her full duty in the regular dairy herd of the University, having had five calves in five and one-half years.

Not only has this record smashed all previous world's records for milk production, but the per cent. of butter fat is increasing daily, so that, barring accidents, this cow will undoubtedly produce more butter during a period of twelve months than any other cow that has ever been tested in the world. Josephine's record exceeds the present world's record for six months by 1,458 pounds.

"Did you ride in Charley's automobile?"

"Yes, it was lovely. The constant osculation didn't bother me a bit."



**Gilson
Goes Like
Sixty**

Mr. Dealer

are you looking for a high grade, powerful Gasoline Engine that will give absolute satisfaction to your farm trade and enable you to meet all competitors on **Price and Quality**?

Do You Know

The Gilson has a large reserve horse power, which exceeds its rated horse power; don't require experts, is simple and durable?

It Goes Like Sixty

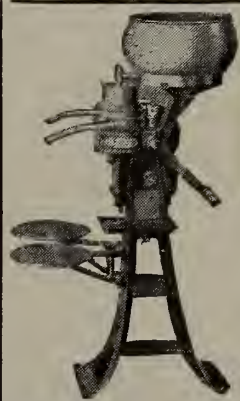
It is the Goes like Sixty live line for the dealer, Sells quick, stays Sold. Full line of sizes from 1 to 23 horse power, also Portable Engines and Wood Sawing Outfits.

Write for catalogue, copy of contract and prices, to

Empire Cream Separator Co. of Canada Ltd.

230 Princess St., Cockshutt Building, Winnipeg, Man.

Sole agents for Western Canada



De Laval
Cream
Separators

1878
1911

**Over 30 Years of Cream
Separator Leadership**

The first successful cream separator was perfected and patented by Dr. De Laval in 1878. The DE LAVAL was the pioneer. It was first in the field and for over thirty years it has maintained its leadership against any and all comers.

The DE LAVAL has always been the acknowledged leader in making cream separator improvements. Its development has revolutionized the dairy business and done more than anything else to make dairying profitable.

So completely is the superiority of the DE LAVAL recognized by creamerymen and those who make the separation of cream and making of butter a business, that 98% OF THE WORLD'S CREAMERIES USE THE DE LAVAL TO THE EXCLUSION OF ALL OTHER MAKES.

In cleanness of skimming, quality of cream separated, ease of operation, simplicity of construction and durability the DE LAVAL is in a class all by itself.

The more you know about cream separators, the more you will appreciate its superiority and the easier it will be for you, as a DE LAVAL dealer, to secure ALL the separator trade in your community except the negligible part which the "price cutter" with the inferior machine may obtain. Eventually you will scrap the inferior separator and replace it by the DE LAVAL.

**The De Laval
Separator Co.**

WINNIPEG

Montreal

Vancouver

Regina.

Geo. Forsythe, of the Massey-Harris Co., Regina, left on an extended trip to Eastern Canada immediately on his return from Edmonton, Calgary and other Western points.

Messrs. McBride and Anderson, implement dealers of Caron, Sask., were in Regina on business.

H. W. Cockshutt, of the Cockshutt Plow Co., Regina, has been visiting the agencies of his company on the Outlook line.

Mr. Holland, manager of the Tudhope-Anderson Co., Saskatoon, accompanied by Mr. Campbell, blockman for the same company, spent a few days in Regina the early part of December.

J. A. Stewart, implement dealer at Strongfield, accompanied by Mrs. Stewart, spent a week in Regina during the past month.

Fred Rumper, of the Craik Mercantile Co., Craik, was in Regina for a few days on business about the end of November.

Gordon S. Lake, formerly of the Royal Loan Savings Co., Brantford, Ontario, spent a few days in the city en route to Luskland, where he and his partner, F. J. Clark, Regina, are opening an implement business.

J. P. Minhinnick, local manager of the Cockshutt Plow Co., recently returned from a trip to Saskatoon and points on the Kirkella line.

S. Roe, manager Tudhope-Anderson Co., Calgary, was a visitor to Regina for a few days early in December.

Wm. Forsythe, of the Massey-Harris Co., has left for a six months' trip to California.

R. H. Cameron, implement dealer of Francis, Sask., was a visitor to Regina for a few days at the end of November.

W. P. Wells, local manager International Harvester Co., has

returned from a trip to Kansas City.

H. Anderson, manager Tudhope-Anderson Co., Winnipeg, made a short visit to Regina during the past month.

A well attended monthly meeting of the Regina Implement Dealers' Association was held at the Wascana Hotel on Nov. 26th. Among matters discussed was the subject of the Transportation Company's proposed advancing the minimum carload weight from 20,000 to 24,000 lbs. on sixth class matter and it was decided that the Secretary of the Association write the Board of Trade stating that the Association had resolved that in their opinion such an increase would be detrimental to the wholesale implement dealers of Regina and more especially to the consumers of this province who, eventually, would have to bear this additional burden; and that they be further advised that it is very difficult at present to make up the current minimum weight on some classes of goods.

The Association has been very active and consistent since organized, and the season just closed has been very successful. Mr. Forsythe, as President, and Mr. J. P. Minhinnick, as Secretary-Treasurer, deserve special credit for their untiring efforts, and there is no doubt the great success of the Association is largely due to their consistent work. The other members have also entered enthusiastically into the work and many matters of vital importance to wholesale implement houses and agents throughout the province have been brought to successful issues.

At the present time they are energetically urging for the completion of the C.P.R. and G.T.R. lines, which will give Regina a connection with the north-eastern

portion of the province. The Association is to be warmly congratulated on the good work of the past season as they have heartily proven themselves to be a valuable asset to Regina and the Province of Saskatchewan generally.

During the past year it has been found that nearly 33 per cent. of carload shipments did not come up to the present minimum weight. This is a matter that is very important, especially to implement dealers and, if the railway company are allowed to increase the minimum weight of carload shipments, it will be very discouraging to agents, a large number of whom would be forced to secure all their goods by local freight on account of such an increase, being unable to give an order sufficiently large enough to figure up to 24,000 lbs.

The Dominion Government has been asked for a grant of twenty thousand dollars for a new armoury and drill shed to be erected at Regina.

An increase of three hundred and fifteen per cent. over last year is shown in the figures of the valuation of building permits for Regina for 1910. The total number of permits issued for the year to the end of November was 563, with a total valuation of \$2,330,663. For the same period of 1909 the total valuation was \$741,119. The following are the amounts by months: January, \$24,585; Feb., \$28,255; March, \$329,650; April, \$307,205; May, \$397,040; June, \$255,318; July, \$305,030; August, \$175,615; September, \$209,750; October, \$247,975; November, \$50,240.

A glance over the figures for the past three years reveals the fact that 1910 has been a banner year. Three years ago the total for the year amounted to \$1,777,840. In 1908 the figures dropped

to \$516,656 and in 1909 rose again to \$800,000.

Good progress has been made with Regina's big sewer system, which it is estimated will cost in the neighborhood of \$280,000. The work has been stopped until spring owing to the weather. The system adopted is what is known as a separate sewage system, that is to say the storm water is kept separate from the domestic sewage, being carried in two pipes, a thirty inch pipe for the domestic and a seventy-two inch pipe for storm water, laid side by side in the same trench. Probably one of the most uncommon features of the scheme is the pipe construction being carried on by W. R. Harris, Superintendent Lock Joint Pipe Co., of New York. One has only to go and see the pipe and the way they are manufactured to be fully satisfied that this is a highly satisfactory method of sewer pipe construction and probably better than monolithic work.

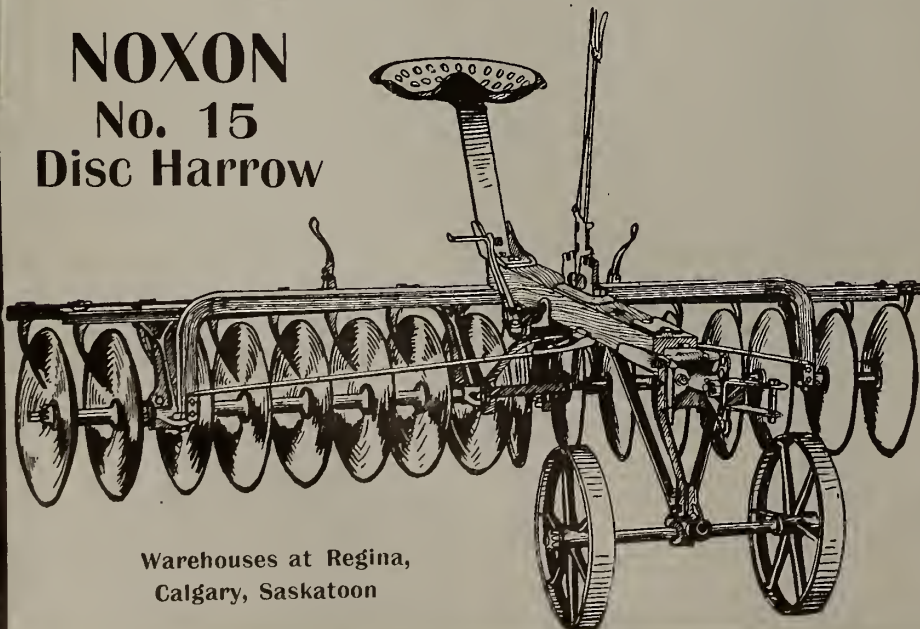
The Company has made great headway with the manufacture of these pipes this summer, there being 3,222 feet of forty-eight inch pipe lying in position along the line of sewer and over 2,000 feet of seventy-two inch and thirty-inch pipe ready for lowering into the trench.

The city has undertaken the excavation of the sewer and for this purpose has purchased a seventy-five ton Marion steam shovel, which has just started to excavate the trench in which to lay the pipes. A traveling derrick follows close behind lowering the pipe into position as fast as the trench is opened.

The Vulcan locomotive and its string of eighteen dump carts is kept busy taking the excavated material away and dumping it over the pipes as fast as they are laid.

THE NOXON COMPANY LIMITED, INGERSOLL

NOXON No. 15 Disc Harrow



Warehouses at Regina,
Calgary, Saskatoon

Strongly built. Properly balanced.

Light draft.

Spring pressure. Independent gangs.

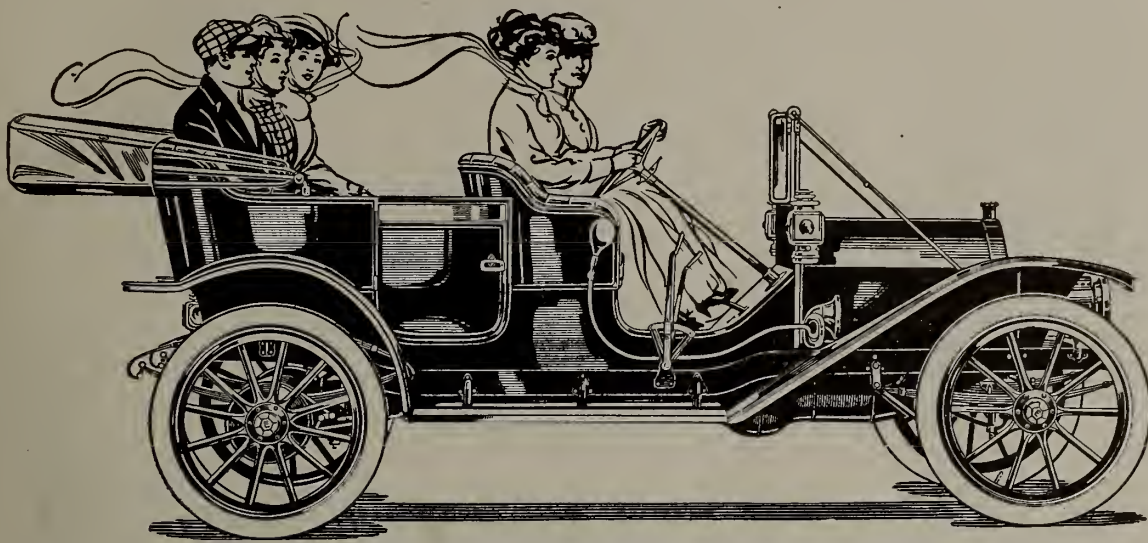
Does not buckle in center.

Every disc stays in the ground and does its work.

Supplied with or without tongue truck.

TUDHOPE-ANDERSON & CO. Ltd.

WINNIPEG



SPECIFICATIONS

CYLINDERS—Four 4-inch bore, 4¾ inch stroke.
 LUBRICATION—Constant level splash, with vacuum feed from large external tank.
 AXLE (Front)—I beam drop forged.
 AXLE (Rear)—Semi-floating live type.
 SPRINGS (Front)—Semi-elliptic.
 SPRINGS (Rear)—Full elliptic.
 FRAME—Pressed steel channel section.
 CLUTCH—Cone, leather faced.
 TRANSMISSION—Three speeds forward and reverse (sliding gear selective type).
 WHEELS—34 inch by 3½ inch artillery type.
 TREAD—56 inch, wheel base 110 inch.

Standard Equipment, all Models

Extra Tire, Tire Holder, Waterproof Cover.
 Bosch Magneto High Tension.
 2 Side Oil Lamps, Oil Tail Lamp.
 2 Extra Large Gas Lamps, Generator.
 Gasoline Gauge, Shock Absorbers.
 Brass Toe and Robe Rails.

“Everitt” 1911 Models TO AGENTS

No more attractive fore door Car has been offered than the “EVERITT” for 1911. Trimmed in best No. 1 hand buffed leather with finishings to match, and seating three comfortably in the rear seat. The tonneau is roomy and has well upholstered seat. This type of car is ideal for the country or city. The chassis is exceptionally well adapted for the exigencies of city service, the drop frame permitting low hung doors with consequent ease of entrance and egress.

The car has a short turning radius which makes it easily handled in congested traffic, whilst for country work the 11½-inch road clearance, together with the full elliptic rear, and semi-elliptic front springs each fitted with shock absorbers, make it an ideal and safe touring car.

Although many owners use the above type of car, our **FOUR PASSENGER DETACHABLE TONNEAU** secures a well designed model. The chassis is designed so that if desired, the tonneau can be removed and in its place a neat **TWO PASSENGER RUNABOUT** can be used, thus providing two complete cars for the price of one.

We would like to draw your attention to the specification and equipment of our models. The accessories which are furnished with these cars are of the very best quality.

Don't fail to visit our Stand (opposite main entrance) when at the Auto exhibition during Bonspiel. We shall be pleased to answer any questions and point out and demonstrate the various features which tend to make the EVERITT popular.

TUDHOPE ANDERSON & CO., LTD., Winnipeg

The Sylvester Seeding Machines

ARE STILL LEADERS.

Sylvester Mfg. Co., Lindsay, Ont., Sole Manufacturers under Stephenson's Patents.

The Double Disc is universally pronounced to give the best satisfaction wherever used.

Made in sizes from 16 to 22 discs and are made interchangeable. Drills are supplied with single disc or shoe if desired.

18 Sylvesters used on the Dutschem Farm (Canada's largest farm) at Girvin, Sask., during 1910, and more ordered for next season.



Sylvester four cylinder opposed Gasoline Plowing Engine, 45 brake h.p.

This cut shows three Sylvester Drills operated on the farm of Robt. Alexander, La Salle, Man. drawn by a Sylvester Gasoline Traction Engine.

This engine has done record work the past season, and like Sylvester drills is a leader in its class.

It is powerful and economical of fuel.

The Sylvester is the best and most favorably known drill in the Canadian West, and 1911 machines guaranteed better than ever.

Sole Jobbers for Western Canada:

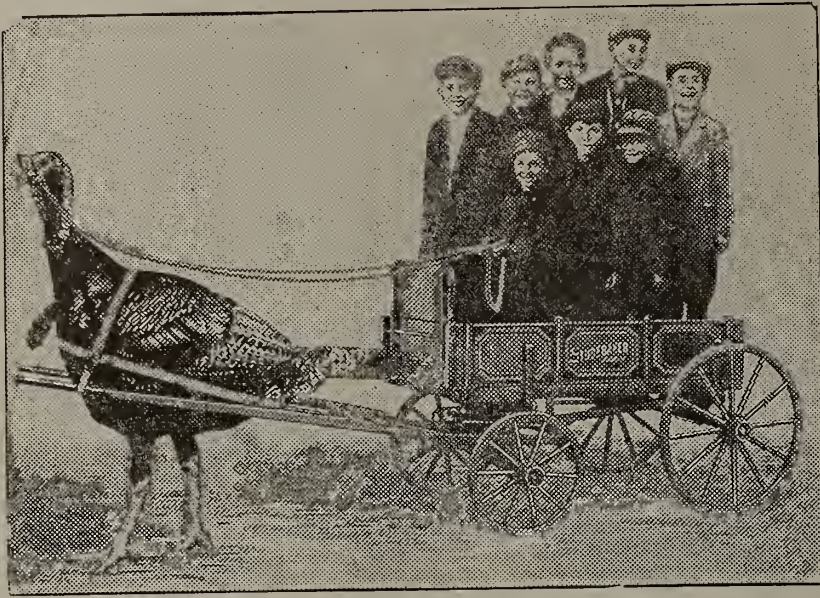
Tudhope Anderson & Co., Ltd.

Winnipeg

Regina

Saskatoon

Calgary



The "Turkmobile."

The "Turkmobile" in a Parade.

Out in Denver, Colo., the day before Thanksgiving the newsboys of the Denver Post had a novel parade. It has always been the policy of the Post to give a big Thanksgiving dinner to its newsboys. This year in anticipation of that event one of the turkeys, which was to be used on the table next day, was hitched to a Studebaker Junior Wagon, the wagon loaded with some of the prominent newsboys and preceded and followed by the entire distributing force, was drawn through the streets. The accompanying illustration shows this novel outfit. The Studebaker Junior was given a prize in a pie eating contest which furnished great amusement to the participants and spectators.

Calgary,

The annual meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held on Jan. 6th. At this meeting officers for 1911 were elected and committees appointed for the coming year. Full particulars will appear in our next issue.

O. S. Chapin, of the Chapin Co., spent ten days during the holidays in California with Mrs. Chapin, who has been down there for some time and is spending the winter there. Mr. Chapin returns the first week in January.

J. A. Latimer, of the Cockshutt Plow Co. left the last week in December on a trip to the head office and factories of his company. While away he will make short stops at Winnipeg, Chicago, Detroit and Toronto, as well as visiting the factories at Brantford and Smith's Falls.

The annual migration of the Western officials of the International Harvester Co. has begun, or is beginning. At the present time B. W. Slack, asst. manager at Calgary, is in the South and East, visiting the fac-

ories at Chicago and Hamilton, and while away will spend a few days at Freeport, Ill.

J. Shields, blockman for B.C., is also visiting the factories at Chicago and Hamilton.

T. R. Scott, who for the past four years has been with the Alberta branch of the Cockshutt Plow Co. has resigned to take charge of the Alberta business of the Goold, Shapley & Muir Co. Mr. Scott will continue to be located at Calgary, and is having offices fitted up in the Cockshutt building. Before coming to Calgary, Mr. Scott spent several years with the Goold, Shapley & Muir Co. in Eastern Canada, so that he is no stranger in that business.

Chas. McClenaghan, recently appointed manager at Lethbridge for the International Harvester Co. left a short time ago for Chicago and Hamilton, and while away will probably spend a few days at his home in Howick, Que.

W. J. McLean, who for the past three years has had charge of the collection department of the Massey-Harris Co., at Calgary, is leaving Calgary shortly to accept an appointment with the same company in Eastern Canada. G. H. Stemshorn, formerly of Regina, will succeed him here as manager of the Collection Department. Mr. McLean will remove from Calgary as soon as his successor has been installed in the business here.

J. A. Brookbank, manager of the International Harvester Co., at Calgary, leaves the middle of the month for a trip to the head office, and a visit to the various factories.

F. J. Carscallen, who for some years has had charge of a block for the Massey-Harris Co., running north from Calgary, has severed his connection with that company to take charge of a block for the Cockshutt Plow Co., formerly in charge of D. J. Hutchinson, who is leaving the implement business to go into business at Lacombe. Mr. Cars-

callen will have charge of the territory from Red Deer to Ponoka, including the Lacombe and Wetaskiwin branches, and has already removed to Red Deer, where his headquarters will be.

D. A. Cameron, who for the past year has been working on the Wetaskiwin branch east of Killam for the Massey-Harris Co., has been given charge of the territory from Calgary to Red Deer, formerly covered by Mr. Carscallen.

Details in connection with the Massey-Harris business in Alberta have been completed, and a new branch opened at Edmonton in charge of Herbert Baker as manager, the territory being handled by that branch being all of Alberta north of Lacombe, including the Wetaskiwin and Lacombe branches. Mr. Baker is well known in Western Canada, having been connected with the Winnipeg branch of the Massey-Harris Co. for a number of years. F. H. Tanner, of Regina, will be chief of the Collection Department for the North Alberta branch. The appointment of A. W. Trickey as manager of the south Alberta branch at Calgary has been confirmed, and his territory will cover the entire Province of Alberta south of Red Deer, including the Lethbridge and Crow's Nest lines.

J. A. Ferguson, of the Collection Department of the Cockshutt Plow Co., at Calgary, was married on the 24th December to Miss Maud Key, and the couple have taken up their residence in Calgary.

The Alberta Legislature prorogued before the Xmas holidays without anything further having been done in connection with a satisfactory Lien Act for Alberta. A considerable number of minor bills were passed, and it was hoped that something would have been done along the line of a Lien Act similar to that in force in the other provinces of Canada, but as the members were anxious to get through before Christmas, and a great deal of time was taken up in finally disposing of the Alberta & Great Waterways contract, which has been cancelled, nothing was done in this respect. The only legislation, therefore, that was completed affecting the implement interests, was Duncan Marshall's bill cancelling Caveat clause in contract agreements, copy of which appeared in the last issue of Canadian Farm Implements.

Another year has just closed, and the implement interests, the same as all other concerns, in looking back over the conditions for the past season, can do so with mixed feelings of satisfaction and regret. The year started out in a very auspicious manner for the implement business, spring opening up unusually early, and an enormous inrush of

settlers making the spring trade a phenomenal one, and a very great increase over former years. We believe this was the experience of every implement firm doing business here, and had conditions continued satisfactory throughout the whole territory for the entire year, there is no doubt whatever that 1910 would have been a record year, at least so far as increased business was concerned. However, early in the summer it began to be seen that crops would be seriously affected, particularly in the southern and some parts of central Alberta, from the continued dry weather, and this condition prevailed until the season's crops in that section of territory had been very materially damaged, with the result that the summer trade and the harvester business amounted to very little.

In other parts of central Alberta and in the north the crops were very satisfactory, in fact some sections this season have had better crops than for years past, which has helped to some extent to make up for conditions in the south.

Collections, always an important feature, are of course the foremost consideration at the present time, and owing to the conditions already mentioned, the percentage of collections in the south, while as good as can be expected on account of those conditions, are not altogether satisfactory at the end of the season's business. Grain and produce is marketing very slowly in the north, with the result that collections are backward there also, and while it is anticipated that the percentage of collections will be more satisfactory at the end of the season, it is going to drag along over all the winter months into the spring.

Taken all around, and notwithstanding the conditions of last year, the prospects for 1911 are considered very satisfactory. Crop conditions in the south, particularly as regards fall wheat, are much better than at this time last year, and while the partial crop failure of 1910 will to a great extent prevent farmers buying implements as freely as otherwise, it will have a salutary effect inasmuch as it will prevent them buying implements on speculation and will cause them to buy only such machines as are needed, which in itself will be a good thing and cause no serious inconvenience either to the farmer or to the implement concerns. Owing to the freight development in this province, it is confidently expected that even with the tendency to more conservative buying the volume of trade for next year will show a considerable increase over this year, and as we said before, taken all around the conditions and prospects for next

year may be considered to be extremely favorable.

Jas. Rennie, blockman for the Cockshutt Plow Co., together with Mrs. Rennie, has just returned after spending the holidays at their old home, Sintaluta, Sask.

W. E. Hall, of the Cockshutt Plow Co., spent several days in Edmonton the end of December in the interests of his company.

The Potato—King of the Future

The Aspinwall Mfg. Co. are distributing a very neatly printed 16-page catalog of their goods, and a copy has reached our desk. The company's line of cutters, planters, sprayers and sorters is fully described and illustrated in half tone and line. We quote the following from the introduction to the catalog, under the heading "The Potato—King of the Future."

Realizing what the potato means to this country, the U. S. Department of Agriculture sent to Europe Mr. Eugene Grubb, the great potato specialist, who studied foreign conditions for the purpose of instructing us in the art of getting the most out of this vital crop and the information obtained by him will undoubtedly be of untold value. Among the special features of the potato industry studied by Mr. Grubb while abroad was the use of pota-

toes in producing denatured alcohol and starch. While some experiments along these lines have already been conducted in our own land there is much for us to learn from the European countries where the manufacture of alcohol for varied purposes as well as starch from the potato have become commercial successes. Potato alcohol may operate the automobile of the future. Our yield is small and we are importing hundreds of thousands of bushels annually from Europe.

Why has the Department of Agriculture at Washington seen fit to go to all this trouble? Because the potato is great, and because on it in part rests the stability of the nation. The potato famine in Ireland changed the history of the United Kingdom. We have feared such a famine, and to allay the fear the potato must be given more and closer attention. The potato will be king.

The Farm Machine Business of 1910

Judging from the figures available at this writing, 1910 has been the most prosperous year in the history of the country for those who make or sell farm machines and implements. Although definite statistics are not yet available, it is estimated that approximately \$250,000,000 worth of farm equip-

ment has been marketed by the various manufacturing plants throughout the United States. These figures show an expansion of something like \$30,000,000 for the year.

The growth of the agricultural machine industry has been steady and permanent, not only from the view-point of total production, but also from the view-point of the number of men employed and the amount of capital invested.

Notwithstanding the increase in the cost of raw materials, the price of harvesting machines and implements has not been advanced, owing to the development of improved methods of manufacture.

The remarkable expansion of the agricultural machine industry is due to fundamental and deep-

rooted causes. Through the work of agricultural colleges, experiment stations, agricultural and trade papers, supplemented by the educational propaganda sent out by the leading manufacturers, American agriculturists have been educated to appreciate the money-making, muscle-saving possibilities of mechanical power, which is fast supplanting hand-power on the farm.

Moreover, the long series of good crops, with correspondingly high prices, which have given the farmer plenty of money to invest in machines and implements, and the growth and development of the foreign demand for American made machines, together with the improvements and perfection of the machines themselves have materially assisted in making the

Implement Business for Sale

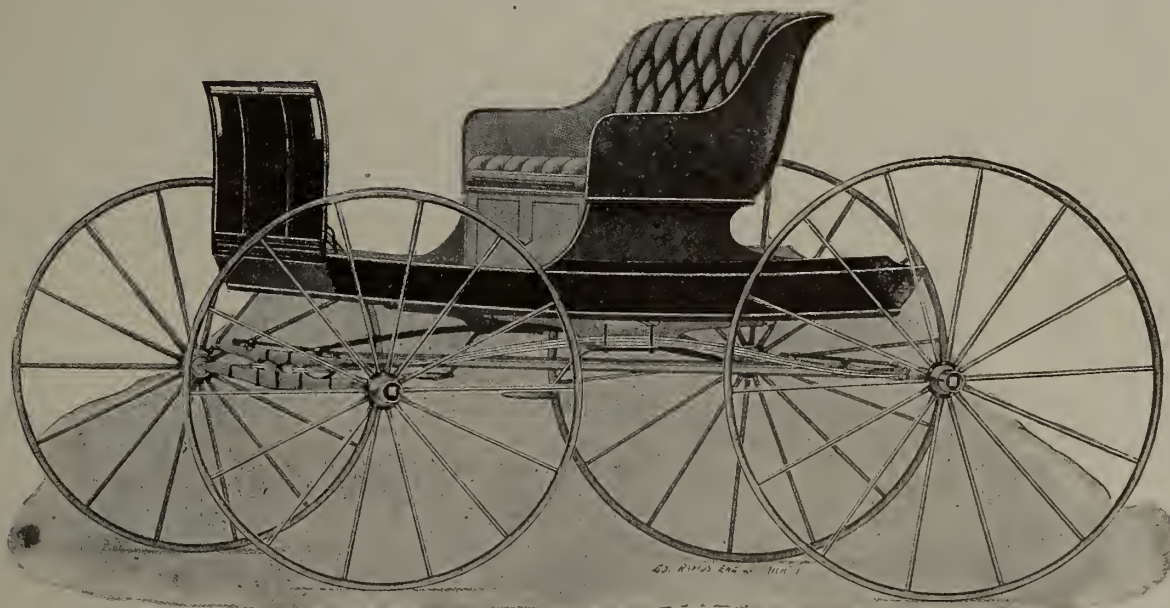
Consisting of a warehouse 24 ft. by 60 ft., office 12 ft. by 20 ft., and fixtures, including safe, large desk, typewriter, files, tools, etc.

Excellent territory, new country, new town.

For full particulars—

Address: "Opportunity," Canadian Farm Implements
822 Union Bank, Winnipeg

The Buggy From Glengarry



No. 60 Auto-Seat Concord

Over Forty Different Styles of Auto Jobs

The Munro-McIntosh Carriage Co. built their reputation on quality of material and high grade workmanship

Write for our 1911 Catalogue, just out

Canadian Moline Plow Co.

CALGARY

REGINA

WINNIPEG

farm machine business one of the leading industries of the country.

"In volume of business, the year has been one of very satisfactory growth, and sales have shown a fair and healthy increase," said C. S. Funk, general manager of the International Harvester Company of America, whose general offices are in Chicago.

"The crops have been generally good, not only in this country, but in the great grain-growing nations of South America and Europe. The widespread interest in intensified farming has opened up new avenues of trade, while the continued favorable prices of farm products and the general prosperity of rural communities have greatly helped to swell the grand total of the country's prosperity."

Ad. Man Lectures Students

Ed. S. Ralph, advertising manager for the American Seeding Machine Company, will deliver a series of lectures to the agricultural students of the Ohio State University, at Columbus. The first lecture of the series will be delivered on December 20.

Mr. Ralph will instruct the students upon the practical application of the grain drill to modern agriculture. The intimate acquaintance with the agricultural needs of the country, which Mr. Ralph has acquired by extensive travel and close personal investigation, coupled with his general knowledge of the construction of grain drills, make him abundantly competent to present his subject in an interesting, convincing and instructive manner.

In business it's the survival of the fittest.

THE FACTORS THAT DETERMINE CREDIT

Specially Written for Canadian Farm Implements by Thomas W. Learie.

If there is one subject that should lie closer than any other to the hearts of retail dealers it is that of credits. The reason is obvious—the great bulk of present-day transactions are negotiated on time and there are comparatively few who take advantage of all the benefits that accrue from buying for cash.

Because credit is so essential a factor in modern commercial life it is worth while to study it occasionally in an endeavor to reach some conclusion as to what conditions create, maintain or eliminate it. The study is an interesting one, and while this article does not attempt to deal with it in all its varied elements, it does endeavor to show to some extent the fundamentals upon which it rests.

Credit is based almost wholly, or to a very great degree, upon personal character. The credit man comes to be a powerful and necessary factor these days, and if he has the best interests of his house at heart, will not sell a merchant goods on time, even with a substantial cash settlement, if he knows that the latter is unworthy of personal confidence and is known and recognized by the trade as a sharper. Personal honesty is the strongest recommendation a man can have and if the solicitor of credit can convince the astute credit man of his qualifications in this respect he has at once overcome the most difficult reason for refusal.

Next to strict integrity, the credit department head looks for evidences of ability, amount of ready capital, past experience and present record with other wholesalers, personal appearance, and conditions in the territory in

which the applicant is going to operate or is already located. Considering each of these factors, he decides the "limit" that the prospective buyer may be allowed.

Ability determines credit because it is admitted that the progressive and aggressive man is a better—much better—risk than the honest worker of mediocre attainments. Ready cash is a vital factor because a certain portion of cash down is to the seller the best earnest of good intentions. However, it is also a fact that many credit men prefer to stake their chances on a man without cash, if they are satisfied as to his honesty and ability to develop the business into which he is going, rather than to finance an honest man with a quantity of cash who is more or less likely to take it easy and allow his business to develop itself.

A man's previous experience in business is also a factor in securing time from wholesalers. If that record be clean and good to look at, both as to integrity and managerial ability, the applicant for credit is assured of every possible consideration. If not, the very reverse is the case. Then, when a merchant wants additional goods from another house he must recognize that he will be refused if his standing is not right up to the mark. Protection has become a law in the commercial world even more firmly than it has in the political world. Every wholesaler is, to some extent, at the mercy of his competitors when he grants credit. Particularly is this the case where a small account is involved and others are interested for larger amounts. The law of business is a law of average, so that the

house that has a small account in one case may be carrying the bulk of the load in other instances. Thus protection in the matter of credits has grown up, and as ninety-five per cent. of the present day houses exchange ledger information with one another through the medium of the clearing house, it is imperative that a man's standing be clean when he applies for further credit or desires to add new lines to his business.

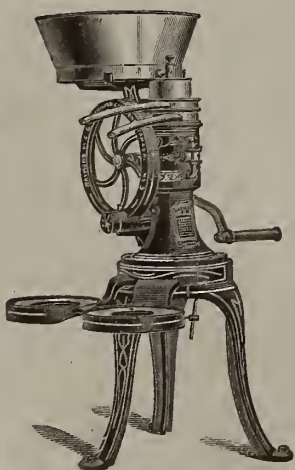
A man's personal appearance not infrequently determines the extent of his line with a firm, while the conditions that govern in his territory are vital considerations for the credit man.

Everybody knows the vast improvement that has taken place in this country in the past decade or so, and with this betterment of things in general there has come a corresponding improvement in the making and granting of credits. The mercantile agency service is on a vastly better basis than it ever was before, wholesale houses are acting in greater unity and with more co-operation than in the past, what is designated as the "clearing house" information has worked radical improvements in securing particulars as to customers' standing, while the wholesale houses are giving more attention to their credits than has ever been the case in the days past, and have specially trained men for this purpose.

All these improvements, changes and so forth have had as their sole object the betterment of credit conditions, the aim being to so safeguard commercial interests that the honest dealer will have equal protection with the honest wholesaler, to make it

RAYMOND

The name "RAYMOND" has stood for a line of high-grade goods for the last half century.



National Cream Separators are made to last, having few parts they are easy to turn, and are perfect skimmers. It is an easy seller, guaranteed, and there is a splendid profit in them.

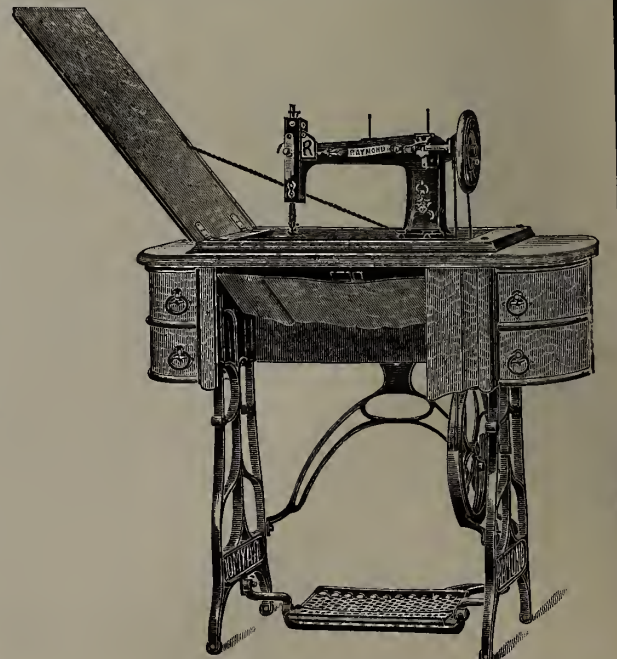
Raymond Sewing Machines, known from one end of Canada to the other as the leader in their line, have all the most up-to-date features known to the sewing machine world. Ten years' guarantee. Why not handle the best?

Write for Agents' Terms, etc.

RAYMOND MFG. CO.
OF GUELPH, LTD.

80-82 Lombard St.

Winnipeg



more and more difficult for the crook to get money from honest people with which to carry on his dishonorable practices, and to put business generally on a safer and saner basis than it has enjoyed hitherto.

Many retailers realize that all that has been said in this article is true, but there are also large numbers that do not fully appreciate the situation. Some continue to send statements to their creditors that when submitted to investigation don't bear out the facts. Now it is believed every honest person will admit that submitting a statement in direct opposition to the real truth is a criminal action—because a statement is made and sought for the purpose of securing and granting credit, and when it is false it simply aims to get money under false pretences. Thanks to the present efficiency of business methods, the dealer who makes a false statement is generally caught before he gets away with it. There are so many channels through which the authenticity of his report may be checked that it is worse than foolish for him to do anything but recite the actual condition of his affairs. It ruins his present standing and is forever a blemish on his future reputation. When a retailer makes a statement he usually does so at the request of some creditor, and he generally expects the whole-

salor to regard his report as a confidential document. Almost all the wholesalers regard their customers' wishes in this respect. Where a merchant makes a statement that is not in conformity with information the wholesaler has access to from other sources, then so much the worse for the debtor.

Now, as every reader of this very well knows, many retailers strenuously object to giving information to mercantile agency representatives and particularly do they protest against giving up their statements to these concerns. This article is not framed as a guide-all or panacea for credit ills, it is written for the purpose of giving merchants a better idea of what credit is based on, and to indicate how they may help to improve credit interests generally and their own business specially. Nevertheless it is the writer's own opinion that dealers should have no diffidence about giving their statements to mercantile agencies. A record of information as to a man's character and antecedents, which any agency representative can secure without the personal help or knowledge of the former, while not altogether valueless, is not of great importance unless it is accompanied by specific details in the form of a financial statement. These organizations guarantee to distribute this information only

among parties to whom it is of value from the standpoint of guidance in the matter of extension of time on goods bought, or to be bought. If merchants give complete details of their affairs to the agencies they have done something that will facilitate dispatch in the matter of shipments, both from previous sellers and new houses. The information is filed and the credit man can secure it without delay, attach his O.K. to the order, or refuse to do so, and the order is definitely treated one way or the other, without unnecessary delay.

Next to divulging his standing periodically to representatives of the mercantile service, every dealer should be on terms of the closest intimacy with the credit men of the various houses from which he buys. They are his friends—compelled to be forsooth—because the loss of the dealer is invariably the loss of the credit man, and it is just such things as these that he is hired to avoid. Every buyer should seek the advice and assistance of his larger creditors when he finds himself going up against anything that is

likely to prove embarrassing or out of the ordinary run of his regular business. The credit department is not a department of espionage, it is an organization within an organization for the benefit and protection of the larger body.

To build up a credit reputation be honest; be active in the development of your business; meet your obligations promptly on due date, or if you can not do so, advise the house to whom you owe the money a few days before the obligation matures that you can not take care of it; detail your affairs correctly in your statements, whether it be to your largest creditor or to the representative of an agency, and take your credit friends into your confidence in moments of stress or trial.

Be the kind of man who awakens in the morning with joy over the advent of another day for achievement, who retires at night leaving something of accomplishment behind to show for the day's work.

Reform is artificial stimulation of progress.

GLIDE AND EMPIRE AUTOS POWERFUL and MODERATELY PRICED

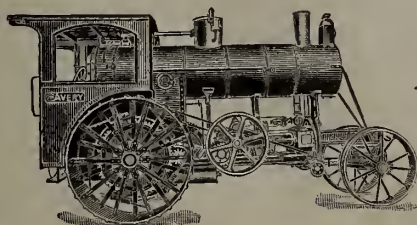
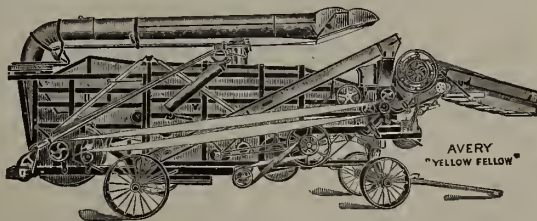
The time has arrived when the progressive implement dealer must supply the demand for Automobiles. The Glide and Empire cars are eminently suited to the needs of the west and combine comfort, efficiency and mechanical perfection.



4-Passenger 45 h.p. Glide.

UNDERMOUNTED ENGINES AND YELLOW FELLOW SEPARATORS

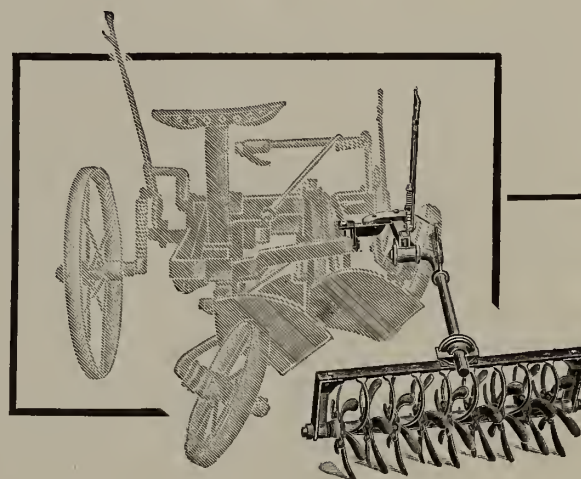
"Yellow Fellow" Separators bring the dealer good profits, give the customer lasting satisfaction and prove their superiority by their grain saving and cleaning qualities.



Avery Undermounted Engines solve the problem of an efficient threshing and plowing engine. An Avery Thresher Contract will often net the dealer more in commissions than he makes on the balance of his line.

HAUG BROS. & NELLERMÖE CO., LTD., WINNIPEG

Transfer Warehouses at Regina and Calgary.



TAKE A GOOD LOOK AT THIS HARROW

It is the one that created record breaking sales the past season. There is no secret about how this was accomplished.

NATIONAL ROTARY HARROWS ARE BUILT RIGHT

On scientific principles. Design, Material, Construction, Workmanship, every part from start to finish has been worked out with an eye single to the highest efficiency and durability. We would like to mail you HARROW FACTS. Just send us your name and address on a post card.

TUDHOPE, ANDERSON & CO., LTD.

Winnipeg, Regina, Saskatoon, Calgary

Manufactured by the National Harrow Co., Le Roy, Ill., U.S.A.



Happy New Year.

With this issue we commence our seventh year of publication, and we believe that the business outlook, both for ourselves and those to whom we cater, is better and brighter than at any previous time. The Canadian West is growing, expanding, pulsing with energy, and most well-managed business enterprises are severely taxed to keep pace with the demand for commodities. In the implement trade, expansion is especially marked. The great machinery concerns are continually establishing new branches, and distributing warehouses, to supply the needs of the great army of settlers which pours into the Northwest with no sign of abatement. New retail dealers are starting in business almost daily, and the prospects for spring trade are unprecedented.

During the past six years, Canadian Farm Implements has made a consistent effort to keep the retail dealers of the West in touch with business conditions, and at the same time give them a bright and interesting journal. This is a combination by no means easy to effect, but from the continued support both of our readers and our advertisers we feel that we have, to some small extent, filled a want, and gained a reputation for consistently advocating the best interests of the implement trade.

Let it not be thought that we are content to rest on our laurels. There is much room for improvement, and we do not propose to allow 1911 to slip away without a determined effort to make this paper more attractive and readable.

We offer hearty thanks to our subscribers for their past support, and feel confident that we shall in future be able to hold their interest in our paper even more strongly than in the past. We shall continue to advocate co-operation, and endeavor to foster a deeper interest in association work, to the end that such evils as price-cutting, unfriendly competition, etc., may be eliminated, and, in short, it will be our object to produce a publication that will be helpful to our readers in every way.

A Happy and Prosperous New Year to all.

Form a Local Club.

We have in past issues advocated the formation of local clubs among the implement fraternity, and we still feel confident that a vast amount of good can be accomplished by these bodies. As an instance of what has been done in other trades right in Western Canada, we may say that the blacksmiths have, during the past six months, formed no less than sixteen local organizations in Manitoba and Saskatchewan, and

they are most enthusiastic over the altered conditions. The reforms needed by the blacksmiths were chiefly those of most importance in the implement and every other trade. If the blacksmiths of the West are able to get together and shake hands in this manner, surely the implement dealers can follow suit. The latter are subject to much the same annoyance from price-cutting, etc., and, in addition, they have their own particular problems to meet, such as the catalogue house, the pedlar, etc.

Where fifteen or twenty dealers in a given territory resolve to throw aside any personal animosity and join hands for their common good, it is inevitable that many of the difficulties which confront the individual will fade away. There is very little difficulty attending the formation of a local club; in fact, it is a simple matter when one important factor has been found. We refer to a leader—a moving spirit. It is essential that some wide-awake dealer who can put a little enthusiasm into the work will step into the breach and act as organizer, round up the indifferent fellows, and put some snap into the movement. We believe that dealers who would welcome the local organization and take an active part in it are to be found in every locality; the only trouble being to get them started. There are a few locals in existence at the present time, and the members are unanimous in their recognition of the great help which these clubs give to the dealer. In each case some bright man with the interests of the trade at heart, as well as his own, has made the first move, and by a friendly canvass of his competitors has succeeded in getting them to see the wis-

dom of co-operation. The specific arguments in favor of the local club are so obvious and have been so often repeated that this brief mention of them seems all that is necessary.

New-comers who Hurt Trade.

Implement dealers, in common with other business men, suffer from a certain kind of competition which is caused by those new to the business. In most towns there are at least one or two dealers who are making a good living, if not a pronounced success, of their business, and sooner or later some person who is dissatisfied with his occupation gets what he thinks is a brilliant idea: "Why not go into the implement business?" he says to himself. "There is nothing to it. It's no trick to buy farm machinery at a certain price and sell it a little higher." The unfortunate part of it is that persons who get this notion about the simplicity of selling implements have had, as a rule, no commercial experience whatever, and do not realize that there are many expenses to be considered between buying price and selling price. The consequence is that beginners of this calibre are working in the dark; have a tendency to underestimate the cost of doing business and thereby believe they can lower prices, with the idea that they will get a satisfactory share of the trade. The established dealer finds this type of competition causes him loss of profit, for nothing is harder than to convince people that they should not always patronize the cheapest market.

Co-operation would appear to be the best remedy for this trouble. The beginner in the implement

business needs educating, and no person is better equipped to give him advice than the dealer who has had time to find out the pitfalls, but it is necessary to broach the subject in a very sincere and friendly manner, or one is apt to get little thanks for "butting in." The continued discussion of cost accounting in this paper, and the prominence given to better business methods should also come before some of those contemplating a venture into the farm implement business, and cause them to give the subject deeper study before making a final decision.

Help us to Help You.

A trade paper such as this is very naturally anxious to have a large number of paid subscribers, but something else is necessary if the journal is to be of the greatest possible assistance to its readers. We refer to correspondence, and although we receive a great many communications from dealers which call for a written answer, we welcome more especially letters to our columns of general interest. We believe that nothing makes more interesting reading in our paper than the actual experiences of those engaged in the implement trade. We know that there is no lack of material for readers to draw upon. Every dealer has his own particular problems to meet, every one has found a solution for some of his difficulties. If these experiences could be made accessible to all through our columns, what a mine of information would be available!

Let it be one of your New Year resolutions to send us at least one letter for publication, describing how you have overcome some perplexing situation, or setting forth your ideas of needed reforms in the trade, or in Canadian Farm Implements, your paper. You can do it if you will.

Our Door is Open to You.

Winnipeg Bonspiel will be held from Feb. 8 to 18 this year, and lovers of the game may rest assured of some great contests in the rinks. Many implement dealers will be amongst the throng which will invade our city during the 'spiel, and to such we extend a cordial invitation to visit our sanctum on the eighth floor of the Union Bank, and, in fact, make it their rendezvous. Our latch string is out at all times to the implement fraternity, but we make a special appeal to our friends at this time to come in and have a quiet chat about things in general. Bonspiel and Exhibition are the two seasons when we expect to greet those of our friends who reside in the remoter sections of the prairie provinces, and we would not willingly let one escape from Winnipeg without at least a handshake.

The annual meeting of the In-

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited

F. D. BLAKELY, Manager
822-3 UNION BANK BUILDING Telephone Main 518 WINNIPEG, CANADA

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ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name.
We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JANUARY, 1911

terprovincial Retail Implement Dealers' Association takes place Feb. the 16th, during Bonspiel, and, as the official organ of that body, we hope to see a large attendance of dealers. Matters of paramount importance will come before the meeting, and we believe the Association will find its position greatly strengthened since the last meeting. See next issue for further announcement, and if you have any suggestions or matters to bring before the association at this annual meeting, now is the time to attend to it with that end in view. Communicate at once with F. D. Blakely, the secretary, 822, Union Bank Building, and every opportunity will be afforded you to place your views before the meeting.

Resolutions that will Pay.

January, 1911, is a good time to put into effect any change of system in your business which promises to give you a larger bank account by January, 1912. We have been hammering away consistently during the past year on the subject of cost accounting, and many dealers are endeavoring to apply a better system to their business. But it must not be forgotten that, important as it is to find what it really costs to do business, of still more consequence is it to reduce the cost. In most cases, dealers who have studied the question, find that they must increase their prices rather than otherwise, which means that the competition of their neighbors who are not bothering about costs will become harder to meet.

Every dealer, then, should resolve in this bright New Year to reduce his costs, stop the leaks, and study the needs of his district so closely as to be able to buy judiciously and sufficiently, rather than carry a heavy stock with its burden of interest and depreciation. By selecting one or two first class lines, making carload shipments—if necessary, sharing a car with a fellow dealer—and taking advantage of all possible discounts, expenses can be very considerably cut down, and the total investment reduced. Where help is employed, it is essential that it be utilized to best advantage. An idle clerk means a loss of money in more ways than one. When not otherwise engaged, the clerk should be employed in setting up and keeping the machinery in good shape, arranging a fresh display of stock, or, if necessary, in canvassing the territory. Many other ways in which expenses can be reduced and money saved will suggest themselves to the dealer who gives the subject careful thought.

J. A. McGill, implement dealer at Neepawa, Man., has been succeeded by C. T. Pedlar.



Mr. R. Mackay.

R. Mackay has been appointed manager of the Canadian Moline Plow Co., Winnipeg, in succession to O. F. Berkey. Mr. Mackay has been in the implement business for the past twelve years, commencing with the Minnesota Moline Plow Co., at Minneapolis, and working up through the various departments, until two and a half years ago, when he was appointed assistant manager of the Minneapolis house, one of the largest branches of the parent company.

Mr. Mackay is a young and aggressive Canadian, and was born at Paisley, Ont. We believe that he will meet with the success he deserves in his new position, which offers the full advantages of the rapid expansion in Western Canada.

O. F. Berkey, who, for the past two and a half years has been manager at Winnipeg, goes to Omaha, Neb., as manager of the Nebraska Moline Plow Co., one of the most important branches of the parent company.

Canadian Fairbanks open New Branch.

The Canadian Fairbanks Company have recently opened a branch warehouse at Saskatoon, Sask., and have just completed their track warehouse at this point. As soon as weather permits in the spring the company contemplate building a main office and warehouse, on the completion of which a full stock will be carried. The Canadian Fairbanks Co. have now seven branches in Canada, viz., Montreal (head office), Toronto, St. John, Winnipeg, Saskatoon, Calgary and Vancouver.

E. A. Regner, implement dealer at Whitla, Alta., has been succeeded by Regner & Fuller.



Mr. P. F. Lanz.

P. F. Lanz, newly appointed general agent at N. Battleford for the I. H. Co., is a native of Iowa, and came to Western Canada and homesteaded near Yellow Grass. After completing his homestead duties, he engaged with a local implement dealer at Weyburn for two seasons, after which he was employed by the International Harvester Company of America at Regina. In 1897 he was appointed Blockman on the Canadian Northern west of Warman, which position he held until his appointment as general agent for North Battleford, which territory comprises his old district as well as a portion of Northern Alberta. Mr. Lanz is only 29 years old, but has had a wide experience in the harvester business, and is well equipped to accept the responsibilities of this promotion. The Company are fortunate in being able to rent very desirable quarters in North Battleford, but will no doubt build there in the near future.

Mr. Lanz has a large circle of friends connected with the Saskatoon office, out of which he has been working for the past two years, and they very much regret that his connection with them has been severed, but all are well pleased with his promotion, and the success of his undertaking is already assured by the capable manner in which he has taken hold of the work.

A man who had been convicted of stealing was brought before a certain "down-East" judge, well known for his tender-heartedness, to be sentenced. "Have you ever been sentenced to imprisonment?" asked the judge, not unkindly. "Never!" exclaimed the prisoner, suddenly bursting into tears. "Well, well, don't cry, my man," said his honor, consolingly; "you're going to be now."

Personals.

R. J. Irwin has sold his implement business at Binscarth, Man.

W. H. Fread has sold out his implement business at Irma, Alta.

M. McLeod is opening an implement warehouse at Fuller, Sask.

W. Bailey, implement dealer at Bradwardine, Man., has had the misfortune to be burnt out.

Terry & Terry, implement dealers at Nokomis, Sask., have dissolved. W. F. Terry retired.

J. E. Hamilton is commencing an implement business at Rouleau, Sask.

O. F. Dennison, implement dealer at McTaggart, Sask., has been succeeded by Thos. Clark.

K. D. Dyck, implement dealer at Hague, Sask., is reported sold to A. P. Born.

W. C. Edinger has purchased the implement business of F. E. Block at Daysland, Alta.

W. M. Adams has opened an implement business at Hardisty, Alta.

An implement warehouse has been opened at Hayter, Alta., by James F. McLean.

Chase and Sons are commencing an implement business at Irma, Alta.

J. L. Bolins has gone into the implement business at Provost, Alta.

An implement business has been commenced at Loughheed, Alta., by A. E. House.

J. W. Rattray has opened an implement business at Killam, Alta.

H. H. Aldred is starting an implement business at Ceylon, Sask.

Thos. Gehrke is opening business in implements and jewelry at Girvin, Sask.

J. D. Leach has commenced business as an implement dealer at Loreburn, Sask.

W. J. Robinson, implement dealer at Manor, Sask., has been succeeded by Robinson & Dean.

F. McNab has commenced an implement business at Marquis, Sask.

Arnold & Co. now carry on the implement business of Arnold & Wilson at Wadena, Sask.

On December 22 the Massey-Harris warehouse at Bradwardine was destroyed by fire.

J. A. Edmonds has commenced an implement business at Jarrow, Alta.

R. A. Ruston has opened an implement warehouse at Kitscoty, Alta.

J. R. Cornwall, implement dealer at Sidney, Man., has sold to J. A. McKinnon.

S. J. Stewart has commenced an implement business at Alsask, Sask.

The Williston Trading Co. have purchased the hardware and

implement stock of Morris & Taylor at Castor, Alta.

H. Heddon, harness and implement dealer at Olds, Alta., has been succeeded by Bentley Bros.

Burns & Stewart have commenced an implement business at Brock, Sask.

A hardware and implement business has been opened at Dy-sart, Sask., by A. H. Stevens.

R. H. Defries, implement dealer at Kinley, Sask., has sold to R. Tuson.

I. R. Graham is negotiating the sale of his implement business at Lang, Sask.

W. W. Ingham has sold out his general store and implement business at Nokomis, Sask.

A. Arnold has purchased the implement business of J. D. Leach at Strongfield, Sask.

James Rae, hardware and implement dealer at Medicine Hat, Alta., has been succeeded by Birnie Bros.

Bawtenheimer & Son, implement dealers at Red Deer, Alta., are reported selling out to one Manning.

J. L. Dodds, hardware and implement dealer at Halbrite, Sask., has been succeeded by R. J. Fenwick.

G. P. Anderson has taken over the implement business of McDowell & Burke at Mortlach, Sask.

John E. Sires has succeeded to the implement business formerly carried on at Brownlee, Sask., by Armstrong & Gimby.

During the year Canadian manufactured automobiles to the value of \$405,011 were exported.

Halldorson Bros., of Foam Lake, Sask., have bought out the implement business of P. G. Hogan at Candahar, Sask.

McIntyre & Haslam, implement dealers at Claresholm, Alta., have been succeeded by J. D. McIntyre.

Ray Toepfer & Co. are reported to have sold their implement business at Erskine, Alta., to J. H. Morrison.

Joseph Bryan, manager of the Tudhope-Anderson Co. at Regina, spent a few days in this city during the holidays.

H. W. Hutchinson, manager of the John Deere Plow Co., has just returned from a ten days' trip to the south and east.

C. H. Stimson, manager of the American-Abell E. & T. Co., spent a few days lately in the Twin Cities.

J. D. Hunt, until recently general agent for the Massey-Harris Co. at Calgary, spent a few days in Winnipeg on his return from the south and east.

E. A. Mott, western manager of the Cockshutt Plow Co., has just returned from a trip to the home

office and factory of his company at Brantford, Ont.

E. J. Gifford, formerly manager of the North-west Thresher Co.'s Canadian branch at Brandon, has been appointed manager of the Gas Traction Co., Winnipeg. The company have now opened down-town offices at 243 Chambers of Commerce, corner of Elgin ave. and Princess st.

W. E. Wheadon, of the Wilkinson Plough Co., called at this office on his way east to Toronto, the headquarters of his company. Mr. Wheadon has been on an extended Western trip as far as Pincher Creek, Alta., returning by way of other important points in Alberta and Saskatchewan.

C. W. Johnston, representing the Noxon Co., Ltd., Ingersoll, Ont., gave us a call when in this city recently. Mr. Johnston is making an extensive business trip through the west as far as the coast and expects to be absent a couple of months.

D. M. Hackney, manager of the Raymond Mfg. Co., has just returned from spending the Christmas holidays in the east. While away Mr. Hackney spent a good deal of time at the home office and factory at Guelph, Ont. He returned by way of the States, stopping at several important points en route.

M. J. Beatty, of Beatty Bros., Fergus, Ont., has returned to his

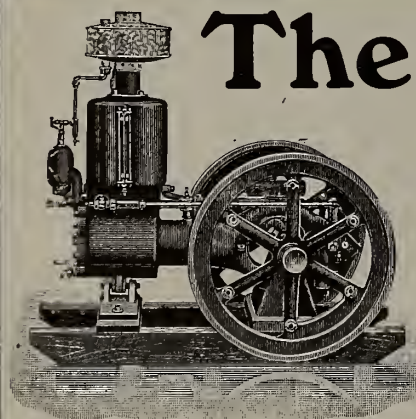
home office and factory after spending a couple of months on a western trip through to the coast, taking in many of the principal points in western Canada. Mr. Beatty is enthusiastic as to business prospects for his company. He also spent several days at their Brandon branch.

Seed Improvement.

An effort is being made to unite all the commercial and scientific interests in the U.S. in a national plan to promote a larger yield of better grain. To this end a conference of the council of North American Grain Exchanges was held on Oct. 11 at Chicago, when the Seed Committee discussed this subject at length. The proceedings were printed in booklet form and a copy has reached this office, together with a circular issued by the above body and approved by most of the Agricultural Colleges and Experiment Stations. This is entitled "Seed Grain Suggestions" and will be very widely distributed among the farmers throughout the U.S. These suggestions apply with almost if not equal force to the farmers of Western Canada.

Have you any choice of seed grain for sale, or will you need seed?

If you have any good seed grain, you should send a sample



The Ontario Contract for 1911 Will Make You Money

Our lines will increase your trade and cement more closely the friendship of your customers. These are two things you want to do and we want to help you accomplish, this year.

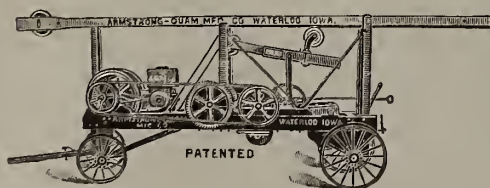
Windmills for Pumping or Driving Machinery

The Famous Stickney Gasoline Engine "has them all beat." Sizes 1½ to 20 H.P. Stationary and Portable.

"Flour City" Gasoline Tractors, the "Gold Medal" winners—for Plowing, Threshing, or general farm work.

Armstrong-Quam, Howell or Dempster Well Drilling and Boring Machinery. An up-to-date line of splendid sellers.

Aylmer Pumps and Standard Scales. Also, **The New Aylmer Pitless Scales.** A great line.



Toronto Grain Grinders and Saw Frames, in all sizes.

Toronto Iron and Wood Pumps, Brass and Iron Cylinders.

Steel Tanks and Troughs. Wood Tanks.

Cow Basins and Stanchions.

Belting, Well Casing, Pipe and Fittings.



ONTARIO WIND ENGINE & PUMP CO., LTD.
WINNIPEG TORONTO CALGARY

to your Experiment Station, stating how much you have and the price you want for it. Your name will be listed and sent to those who ask for good seed.

If you need good seed the Experiment Station will tell you where to get it and what it will cost.

If you produce your own seed grain, it is important to select it early out of the best part of the crop and take good care of it.

You should never fail to use a good fanning mill, selecting only the heaviest and plumpest kernels of good body for sowing, and avoid planting shriveled and dwarfed kernels. Wheat, oats, barley and rye seed may be best prepared by fanning mills, which separate by size and by weight, by means of screens and wind blast. A good fanning mill, properly used, will more than pay for itself in a single season.

If your seed appears to be mixed or falling off in yield, it will pay you to get pure bred seed of the best strain adapted to your soil and climate. If you have any doubt as to what varieties to plant, write the Experiment Station and ask them which will do best in your soil and climate.

Are you testing your seed for germinating qualities? It is a simple matter, and the Experiment Station will send you full directions for doing it at home.

Do not waste your time in sow-

ing new varieties (except on a small tract as an experiment) unless your Experiment Station recommends them. You cannot afford to take the chances. Let the Experiment Station do the testing of new varieties and learn the results from them.

Whenever smut appears, treat the seed grain with formalin solution. Get the formula and method from the Experiment Station. The treatment is very simple and effective.

By attention to these rules, you can increase your crop from 4 to 10 bushels per acre, with very little extra expense. Additional attention to cultural methods and soil fertilization will add further to the profits.

I.H.C. 1911 Almanac.

In almanac fashions have changed. Directions for planting in favorable phases of the moon no longer have place; and even jokes and homely, pithy saws, such as Poor Richard was wont to deliver, have passed into the great beyond of printers' ink. Within the last few years the arm of progress has swept tradition aside, and produced an almanac in accord with the times. Containing not only all practical, scientific information regarding the changes of season and the movement of astronomical bod-

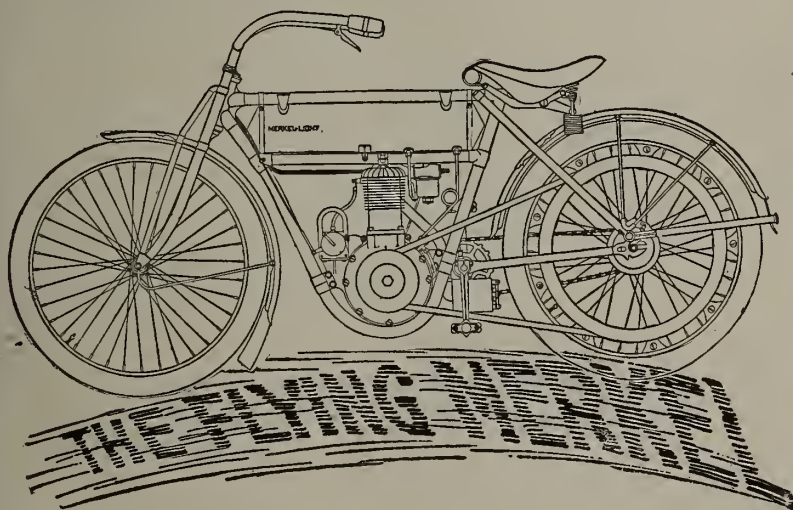
ies, the modern almanac goes further and makes itself each year a purveyor of the latest gospel of agriculture by giving some strong, striking, signed articles from the great authorities on agriculture. Of such a nature is the handsome 100-page almanac recently issued by the International Harvester Company of America, with general offices in Chicago, Ill. In usefulness it has not been surpassed by its authoritative utterances. The feature articles in the new almanac are by Frank P. Holland, president Texas Farm and Ranch Pub. Co., who writes on "Trees Worth Growing"; Prof. P. G. Holden, of the Iowa College of Agriculture, who writes on "Corn"; W. D. Hoard, editor Hoard's Dairyman, who tells about "Up-to-date Dairying"; and Henry Wallace, editor of Wallace's Farmer, who advises on "Sanitation in the Country." "Building Suggestions," by J. E. Wing; "Farm Power," by Prof. E. C. Lucke, of Columbia University; "Farm Machines and Progress," together with maps showing the number of machines in use and the production of wheat by decades from 1840 to 1900. The articles are accompanied with photographs of the writers and are powerful and full of pith. Many other subjects are interestingly treated in this book. Ask the company for a copy of this very valuable book.

The Delights of Winter.

In this land of the north, we regard winter as a stern but not altogether unpleasing reality, and prepare for it, both in sport and study, with a comparative thoroughness which milder climates do not realize. Our winter sports are such as conduce to hardiness and health, and "Our Lady of the Snows" never looks better than when she puts her skates on or betakes herself to the toboggan slide. There are also opportunities for study in the long winter evening which not only those who are university students, but many others, may embrace with profit. If most of us were to use the time we spend in grumbling over the narrowness of our lives in a genuine attempt to broaden them, the result would be a benefit, not only to ourselves, but to the whole community. The loneliest being in the world is the one who has never realized his own mental resources, and has resigned himself to a narrow round of "duties," performed in a grudging spirit.

One cold day an old woman entered a shop and sat down in front of an iron safe to warm her feet. After sitting for some twenty minutes she remarked that she "never did like them kind of stoves; they don't throw out scarcely any heat."

AS A SIDE LINE



to your Implement Business, a good Motor Cycle Agency ought to be profitable.

THE FLYING MERKEL

is not a good agency, it is the **best** you can take up. The only Cushion Frame Motor Cycle made.

WESTERN DISTRIBUTORS

Dominion Cycle Company

224-226 Logan Ave.

WINNIPEG

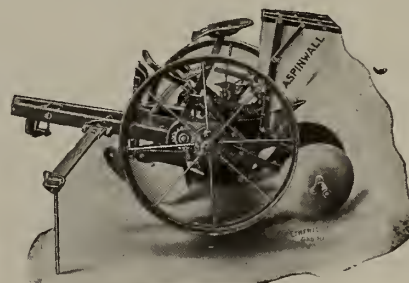
See us at the Automobile Show.

Aspinwall Potato Planter

No. 3

The GROWER demands ACCURACY, SIMPLICITY and DURABILITY. You find them ALL in the ASPINWALL.

Operated by
ONE MAN
and
no BRUISED
Fingers
or
Dust Blinded
Eyes



Potato Planter No. 3.

No change of
Pickers
for different
sized Seed
or different
distance
of
Planting.

We want your co-operation in the sale of our Potato **CUTTERS, PLANTERS, SPRAYERS, and SORTERS.** Write today for our catalog and ATTRACTIVE OFFER to the DEALER for 1911. The season just passed has been the largest in the history of our company, but we are determined 1911-12 shall surpass even that record.

Aspinwall Manufacturing Co.

JACKSON, MICHIGAN, U.S.A.

Canadian Factory - GUELPH, ONTARIO.

World's Oldest and Largest Makers of Potato Machinery.

Mr. Dealer, You should be selling the "Acme" Harrow

Prices within the reach of every farmer, still a good profit to you on a small investment.

No Imitations; the "ACME" being the only tool of its class, your local agency for the "ACME" will have the field to itself; your customers with their Acme's, working advertisers and salesmen for you, BECAUSE from the farmers' standpoint, better crops result. Maximum yield per acre of any crop is obtained where the soil is prepared with an "ACME" it being a Harrow suited to every condition of soil and every requirement of soil preparation after the plow.

For Irrigated Land, producing the ideal surface condition of a perfect seed bed for seeding.

For Dry Farming, being the best Harrow for proper conservation of moisture, thoroughly packing the under soil turned over by the plow, leaving no voids or air spaces to break the upward attraction of water, leaving the surface in a perfect mulch, thoroughly pulverized.

FOR PRICES AND TERMS TO AGENTS,
write **GENERAL AGENTS** for your territory

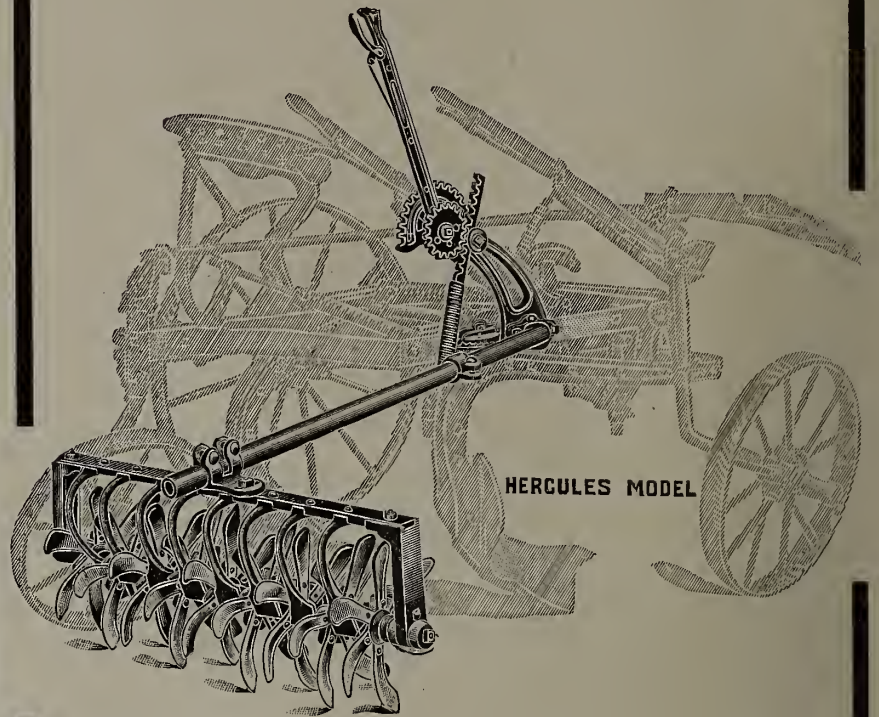
John Deere Plow Co.
LIMITED
WINNIPEG

Calgary Edmonton Saskatoon Regina
Lethbridge

DUANE H. NASH, INCORPORATED,
107 Division Ave. Millington, N.J.



Harrow While You Plow With a KRAMER



The Kramer is Distinctive, Original—the first implement of its kind ever offered to the trade.

Perfect construction, vertical spring tension, geared lift, butcher knife pointed blades, and brackets which enable attachment to any make of stag, frame or disk plow are exclusive Kramer features, and are protected by allowed and pending patents.

To be sure, there are imitations.

Some of the imitators have adopted one feature of the Kramer, and some another. But each is demonstrating the superiority of the Kramer by basing their claims for your consideration upon its unapproachable construction and working qualities.

The Models we have to offer for 1911 are of interest to every up-to-date dealer. Kramer Quality, Prices and Terms enable the dealer to meet all competition.

Write to-day for catalog, prices and terms.

THE KRAMER COMPANY
Winnipeg, Man. Paxton, Ill.

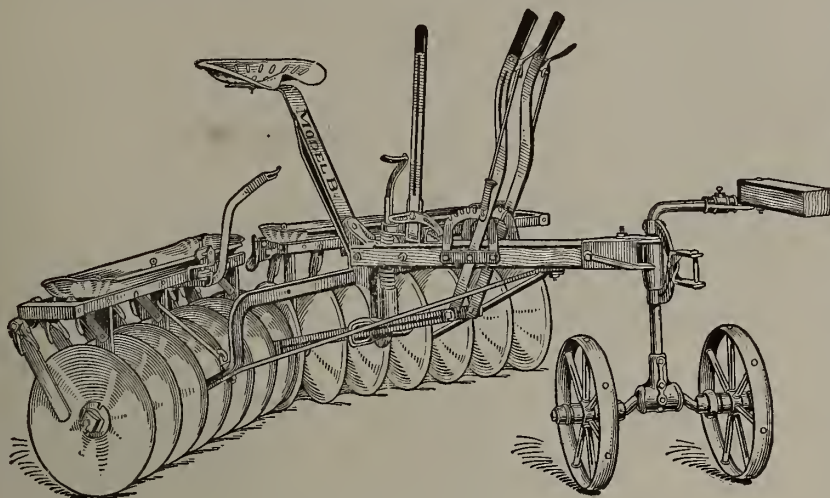
CANADIAN SELLING ORGANIZATION.

JOHN DEERE PLOW CO., LIMITED
Winnipeg

Regina Saskatoon Calgary
Edmonton Lethbridge

DISC HARROWS

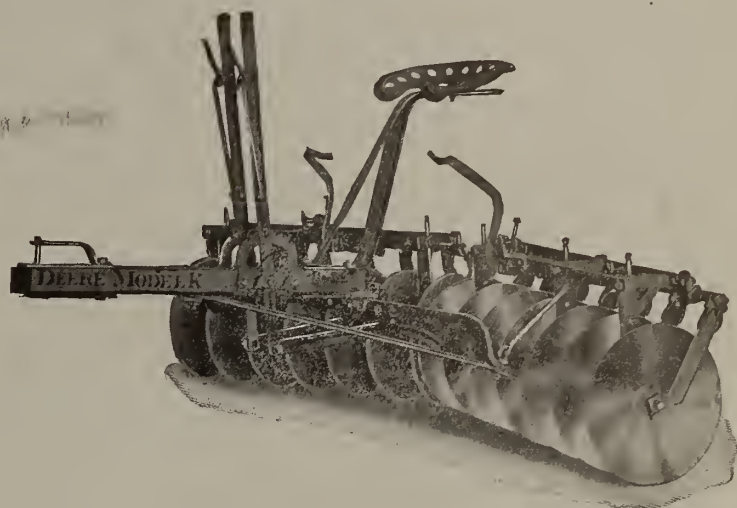
Deere Model B Disc Harrow



It is the Only Really Flexible Harrow

PROGRESSIVE Farmers know how much more satisfactory our Model "B" Disc Harrow does its work of pulverizing the soil evenly—without skipping rough places in the "middle"—because our Third Lever With Spring Pressure Yoke and controlled draw bars enables you to govern your discs. They can't push up in the centre, as with ordinary machines. You pull the lever and it locks automatically with discs working through dead furrows or over ridges, always cultivating thoroughly. Special features besides superior malleable iron parts and extra durable construction are: Easy, Double-Spring Seat—High Frame out of dust—Adjustable Disc Scrapers—Lighter Draft, etc.

Deere Model K Disc Harrow



A STRONG, Substantial two-lever harrow, slightly lighter than Model "B" but having many of its points of superiority. The Frame is made from a single piece of heavy steel. The Frame bars, crosstrees and braces are all steel, very securely riveted and bolted together.

The Scrapers are of improved oscillating style, and can be easily removed or replaced. Hard Maple oil-soaked bearings are used on this Harrow. Disc blades are made of the very best quality steel, thoroughly polished and sharpened. Double Angling Levers on this harrow ensure a convenient machine for lapping lands and for hillside work.

THE FLEURY PULVERIZER

PULVERIZES AND PACKS THE SOIL

How a Pulverizer Helps

A good seed bed is composed of a fine, mellow soil well packed to ensure capillary connection with the subsoil.

Such a seed bed will produce better crops than a lumpy one of the same chemical composition.

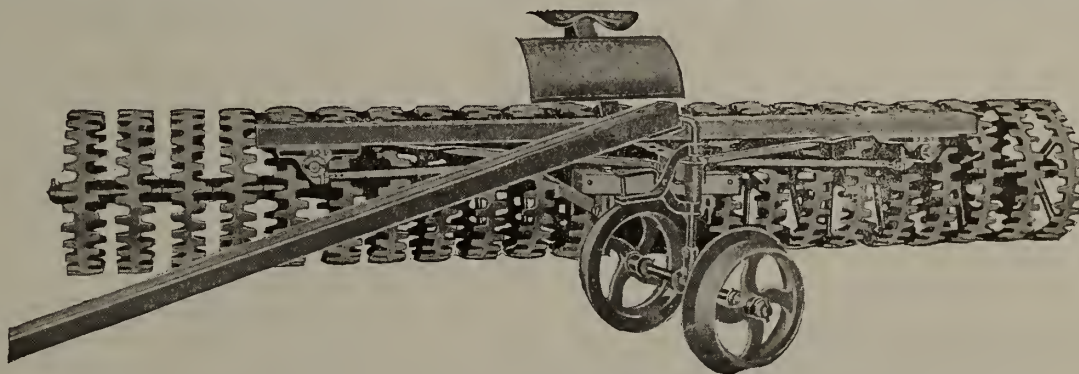
This is why a good pulverizer should be a part of your equipment. Other things being equal it insures better crops.

It is often necessary to plow land when it will break up into large clods.

In such a case, a pulverizer is indispensable for fining the soil.

The fact is, almost any soil is benefited by being pulverized and packed after plowing, regardless of its condition.

Light, loose soils are kept from drifting by being treated in this way.



READ WHAT A FARMER SAYS OF THE FLEURY PULVERIZER "TONGUE TRUCK"

John Deere Plow Co., Winnipeg, Man.

Dear Sirs:—Yours of the 5th inst. to hand re tongue truck for pulverizer, and beg to say it is entirely satisfactory and much easier on the horses than the old style. My man drove the old style pulverizer last year, and he says that the tongue truck makes a wonderful difference to the horses; it apparently is perfectly strong and I think there is not much room for improvement. We packed about 175 acres with it and you can hardly tell it has been used, and I would not buy a pulverizer without a tongue truck at any price after using it with one.

Hamiota, July 8th, 1910

Yours truly, WM. WRIGHT.

The Fleury Does the Business

In the first place it is sufficiently heavy for its work—there is no necessity for weighting.

The sections are so constructed that they pulverize all lumps and pack the soil so it is in good seed bed condition. At the same time, it helps to produce a surface mulch which holds moisture.

It does the work of both a pulverizer and a land roller.

Also, this pulverizer is sufficiently flexible to accommodate itself to rolling land.

Besides this, it is very durable. It has bushings that take the wear instead of the wheels. The ends

of the wheel hubs are chilled, which reduces the end wear on the wheels.

These are a few of the excellent features of the FLEURY PULVERIZERS. Ask us for further information. Fleury Pulverizers are made in the following Sizes: 16 Section, 1 pole. 22 Section, 1 pole. 22 Section, 2 pole. 24 Section, 2 pole. 22 Section, 2 pole, pulley hitch, with double-trees. 24 Section, 2 pole, pulley hitch, with double-trees. 22 Section with tongue truck.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

JOHN DEERE ENGINE GANG

FOR PERFECT WORK



A Six Bottom John Deere Engine Plow. Outfit of Jas. G. Henry, Guernsey, Sask.
Note Quality of Work.

A gauge wheel runs between each pair of bottoms, making it possible to use rolling coulters in the right way. Beams carry stubble, turf and stubble, or breaker bottoms. And John Deere Bottoms have never been equalled for quality of work and light draft.

We have just published a new book, which is the best thing ever put out on engine plows. Send for it NOW.

4, 6, 8, 10, 12 or 14 Bottoms

Labor most advantageously employed is the most productive.

The two men operating the engine plowing outfit shown here will do from fifty to one hundred per cent. more work than six men and teams operating single bottom plows.

Therefore, the profit on their labor is greater.

Or, to put it another way, the resulting crop costs less and is consequently more profitable.

This principle of the economical use of labor is one of the essentials of profitable farming.

John Deere Engine Plows are built to operate most economically.

And to do the best work.

Here are a few important features.

Indestructible bridge-like steel frame carried on three easy running wheels and covered with perfectly level platform. Plows attached to frame in pairs, each pair being operated by a single lever. One man can operate a John Deere Engine Plow, regardless of size. Each beam point is attached to a screw clevis so plows can be given exactly the right adjustment.

This is the Screw Clevis. Found only on John Deere Engine Plows.



Gives the Plows an Absolutely Accurate Adjustment.

MORE JOHN DEERE ENGINE GANGS SOLD IN WESTERN CANADA THAN ANY COMPETITIVE MAKE

Light Draft John Deere Gang Plows

HOW TO SELECT A PLOW, THE RULE OF FOUR

Plow quality does not improve with age.

An inferior plow does poorer work, is harder to pull, and costs more for repairs every year it is in use.

Because certain things about a plow cannot be changed for the better **after** buying it, care and study **before** buying is important.

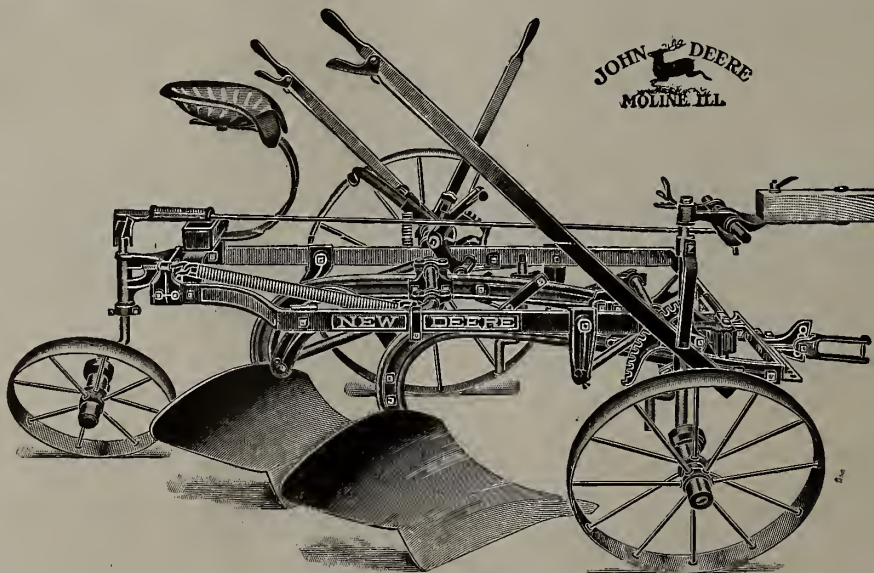
Judging the real worth of a plow is not difficult if four things are kept in mind:

First—Quality of work.

Second—Ease of management.

Third—Lightness of draft.

Fourth—Strength and durability.



WHY THESE FOUR QUALITIES ARE THE TEST

First—Nothing takes the place of good work. Unless a plow does perfect work you cannot afford to sell it, no matter what the price.

Second—Have regard for your customers' comfort. A plow that is easy to ride, and that can be operated with little effort is the kind that pays.

Third—Horses should never be worked harder than necessary. Horseflesh and horsefeed cost money. An extra one-eighth horse-power added to the draft will cost the price of a plow—very soon.

Fourth—Repairs are expensive. A good plow lasts longer than a poor one, makes you friends and gets more business.

The Light Draft New Deere---Why it Pulls Easy

Consider five things when judging the draft of a plow: **First**—The shape of the bottom. **Second**—Material out of which it is made. **Third**—Equal weight on all the wheels. **Fourth**—Proper adjustments. **Fifth**—Staunchness of the plow.

WRITE FOR LITERATURE, PRICES, AND TERMS

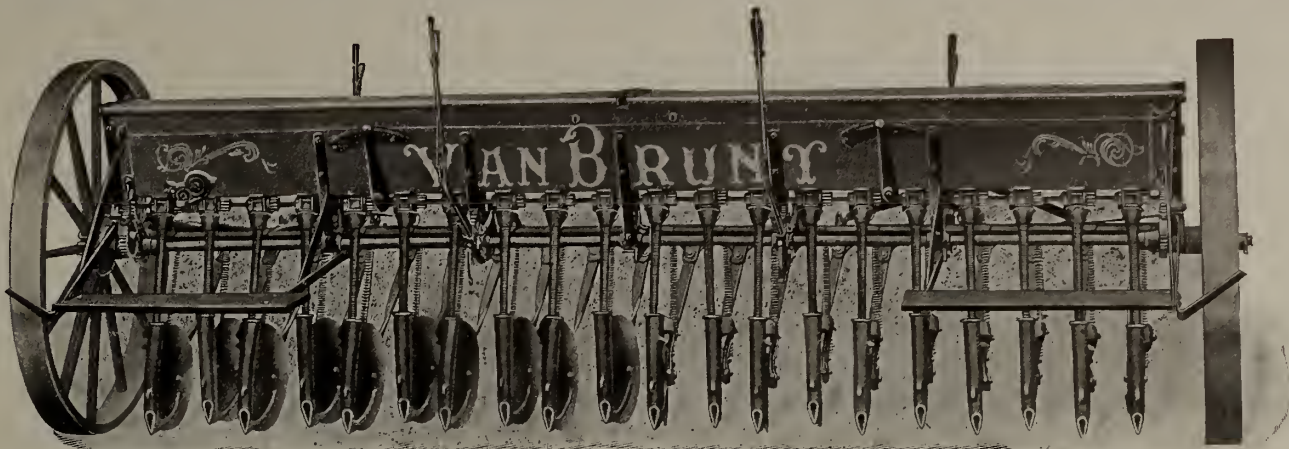
JOHN DEERE PLOW CO. LTD.

Winnipeg

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"The Drill that Gets the Business"

LIGHT
DRAFT
DISC
DRILLS



NEW
1910
BOOT
DISCHARGE

Faultless work in any condition of soil on which a horse or engine can travel. Misses nowhere. Sticks at nothing.

VAN BRUNT The Only Perfect Grain Planting Machine

The model from which all clumsy copies have been made. Stronger and lighter by 300-400 pounds than imitations.

The first successful Single Disc with closed delivery was made by Van Brunt in 1900. Now, in 1910, Van Brunt again revolutionizes the business of seeding by producing the boot and discharge WITHIN instead of outside the circle of the disc. The direct effect of this is that the seed is actually planted at the required depth. Not a single grain is left on top of the soil or so near the surface that the first strong wind or heavy shower exposes it. This cannot happen with the

VAN BRUNT NEW MODEL

In 12, 14, 16, 18, 20, 22 and 24 Single, Double Disc and Shoe Interchangeable



NEW STYLE



OLD STYLE

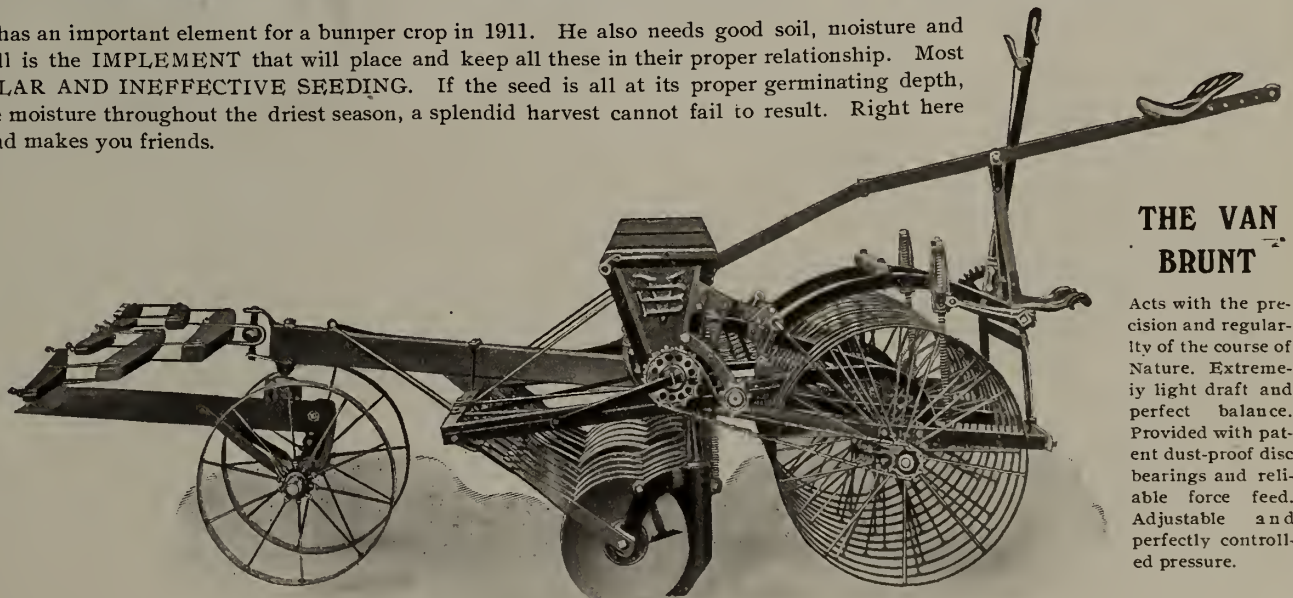
WRITE FOR CATALOGUE

VAN BRUNT PRESS DRILL

With good seed the farmer has an important element for a bumper crop in 1911. He also needs good soil, moisture and heat. But most important of all is the IMPLEMENT that will place and keep all these in their proper relationship. Most poor crops are due to IRREGULAR AND INEFFECTIVE SEEDING. If the seed is all at its proper germinating depth, with the soil packed to hold the moisture throughout the driest season, a splendid harvest cannot fail to result. Right here the Van Brunt gets you trade and makes you friends.

THE REAL PURPOSE OF A PRESS DRILL

being to sow the grain at an EVEN DEPTH, the pressure must be uniform at every point. Any inequality or bunching is fatal to the crop. The "Van Brunt" will plant every kernel exactly at its proper depth in the seed furrow. It is the only LOW DOWN PRESS DRILL, having a perfect balance with an easy adjustment to throw it in or out of gear.



THE VAN BRUNT

Acts with the precision and regularity of the course of Nature. Extremely light draft and perfect balance. Provided with patent dust-proof disc bearings and reliable force feed. Adjustable and perfectly controlled pressure.

END VIEW OF SINGLE DISC PRESS DRILL, Made in 7 inch Feeds, 14, 16 and 18 sizes, Single and Double Disc and Shoe.

A VAN BRUNT IS A MONEY MAKER FOR DEALERS

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

AN ADDRESS

Delivered Before the Fourth Dry Farming Congress at Billings, Montana, October 27th, 1909, by Hon. W. R. Motherwell, Minister of Agriculture for Saskatchewan.

WHAT GOOD SOIL CULTURE HAS DONE FOR SASKATCHEWAN—WHAT EARLY SETTLERS FOUND.

Agriculture, either scientific or otherwise in the Province of Saskatchewan, has a history of but a brief twenty-seven years. Prior to that, the buffalo, the Indian and the Hudson's Bay Company practically reigned supreme. With the building of the Canadian Pacific Railway through this empire province, which contract was entered into in 1881, settlers in large numbers followed in the wake of that great enterprise. While these settlers were drawn largely from the agricultural classes, still, the conditions on the prairie were so entirely different that farming operations for many years afterward were anything but successful or remunerative.

It was noticed by the observing ones that the first crop on either backsetting or early done breaking was generally a bountiful one, yet the second, after fall or spring plowing, would invariably be only about half as good, and there would sometimes be produced very little or no crop at all. Owing to the half-breed and Indian rebellion of 1885, many of the settlers were taken from their homesteads to transport supplies to the soldiers. As a result of this a great deal of land was not sown to crop that spring. After the suppression of the rebellion, many farmers returned to their holdings and plowed the land that they had not sown. It may be added that this plowing being done late, and with very imperfect machinery was anything but first class summerfallow. Notwithstanding this, however, the following year showed splendid results from the land thus treated. This season (1886) was one of the driest in the experience of the country, not over two inches of rain falling during the growing season, and yet on land that was thus summerfallowed or on back-setting well done, there was a crop of from fifteen to twenty bushels of wheat to the acre; but fall and spring plowing resulted in total failures. This was a great mystery to the early settlers. It was quite clear that the satisfactory results came from a certain system of tillage, and yet the reason was not apparent. The principles of capillarity and soil physics were not very well understood at that date, while packing the land for the best results in cereal growing was scarcely heard of. Thus, largely by accident, did many of the early settlers discover the advantages of a crop rotation that included summerfallowing as its main stay and chief corner stone, and although they were somewhat slipshod at first, improved methods were adopted as farmers learned the secret of the success that attended this system of tillage.

For ten or twelve years the early settlers struggled along with the many difficulties that beset pioneer life, but their greatest hindrance was their inexperience. Time however, brought about wonderful changes, and eventually in Saskatchewan there was developed a class of practical and successful farmers who cannot be surpassed anywhere. They were trained in the hard school of experience, and by intelligent observation of cause and effect.

It was noticed that when summerfallows were plowed early and all vegetation kept down by surface tillage during the summer, the soil's capacity to store up moisture for succeeding crops was wonderfully increased. It was also noted that where subsequent packing occurred, either accidentally or otherwise, crops not only grew better but matured earlier. The results of these observations when put into practice convinced the farmers of the necessity of adopting a system of summerfallowing every third or fourth year, and while this system is practised for several purposes, its primary object is the conservation of soil moisture.

New settlers on arriving in Saskatchewan are very difficult to convince that summerfallowing is necessary for this or any other purpose, while the land is in a state of virginity. The term "summerfallow" usually suggests depleted soil fertility and the necessity for restoring it by such means as are available; but, in Saskatchewan, the primary object of summerfallowing is, as I have already intimated, to store up moisture to act as a reserve supply to be given off to succeeding crops. To summerfallow according to some of the old methods employed in many localities while the country was in its primitive state had very little effect in carrying out the main object in view. The usual custom was to let the intended fallow lie idle until about the first of July, at which time the weeds were waving in the wind, and sometimes halfway up the horses' sides, when a plow and chain were employed to turn this luxuriant crop of vegetation under. However, this system, which neither encouraged the germination of weed seeds nor conserved moisture, but rather dissipated it, was soon abandoned in favor of the more enlightened methods of early plowing, immediately after seeding, and frequent subsequent tillage, not only for the purpose of killing weeds, but also for keeping the soil in a proper condition to receive and retain the rainfall.

Of course, no one method in all its detail is practised by our farmers in the various districts, for

conditions differ even in this prairie country; but the proper method, and the one practised by the most successful farmers in the older districts, is to give the intended summerfallow some form of shallow tillage during the previous fall, with disc, gang plow or cultivator, so that the soil will not only be in a proper condition to receive the melting spring snows, but also be in a state that will favor the rapid germination of a large percentage of weed seeds in the following spring. Immediately after seeding, this fallow land is then carefully plowed, the depth to be determined by the character of the soil, and the special object the farmer may have in view. The object of plowing early is two-fold. First, to stir the ground and put it in favorable condition to receive and absorb moisture; and second, to keep down the vegetation. The subsequent tillage, by harrow or cultivator, puts a nice soil mulch on the top, which is favorable to the rapid and continuous germination of the weed seeds in the soil, as well as to the forming of a fine tilth on the top to retain the rainfall that is received. The depth to which plowing is done is dependent upon the amount of moisture that it is desired to store. If it is in a part of the province subject to drouth, the plowing is done deeply, thus increasing the storehouse for moisture. On the other hand, if this method is too conducive to luxuriant vegetation and slow maturity, a shallower furrow is turned. Early done breaking, or what is known as back-setting, both of which are practically "summerfallowing the prairies," give the same good results as summerfallowed land. On the other hand, it was found that fall and spring plowing, when performed after the fashion in vogue in Eastern Canada, and left unharrowed and exposed until seeding operations were undertaken, were invariably productive of very unsatisfactory results. The warm winds, sweeping over the land, dried out the naked exposed furrows, while the stubble that had recently been turned in, cut off almost completely any communication between the subsoil and the furrow soil, as a result of which a dry season was most disastrous to the growing crop. The proper practice, and the one followed by the best farmers, is to harrow immediately after plowing, or, in fact, at the same operation (this is possible by the use of plow attachments now on the market), which not only assists in packing the soil, but also in placing it as quickly as possible in a condition where evaporation is reduced to a minimum. This, followed by succes-

sive harrowings and careful packing, usually produces in an average year from twenty-five to thirty bushels of wheat to the acre, if too generous seeding is not indulged in. All these aids, having in view the conserving of soil moisture, the promoting of capillarity, and the solidifying of the seed bed, produce most satisfactory results.

GOOD YIELDS FROM SUMMER-FALLOW.

No one could believe the beneficent effects of such tillage until he had actually experienced them. As an instance in point, let me tell you of the experience of a prominent early pioneer. During the early settlement of Saskatchewan, the rainfall, particularly in the western half of the province, was so limited that many farmers became convinced that cereal growing could never be carried on successfully without supplementing in some way the scant precipitation. Sir Lester Kay, who was managing a number of farms along the Canadian Pacific Railway, equipped his several farms with water carts in the vain hope of furnishing in this way an adequate supply of moisture. At the same time, or at least in nearly every season, there was falling from the heavens sufficient moisture for the growth of his crops, but his method of tillage permitted this moisture to evaporate. All that was required to absorb and retain it for subsequent use was an intelligent method of soil culture.

As a proof of this let us refer to the experience of the Experimental Farm at Indian Head. There, there has been kept more reliable data in connection with the growing of cereal crops with a limited rainfall than are available in other parts of the province. These records show remarkable success even in the driest seasons. For the purpose of this article and to invite comparison between the crops of Saskatchewan and those of any other state or province where the rainfall is even much greater, I cannot do better than to quote Superintendent McKay's figures in connection with the operation of this Experimental Farm during the last nineteen years. They are as follows:

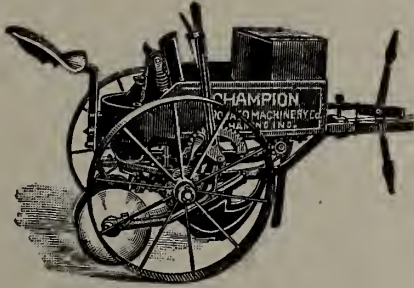
Year	Rainfall Inches	Red Fife Bushels Fallow	Wheat per acre Stubble	Oats Bushels Acre
1891	14.03	35	32	73
1892	6.92	28	21	51
1893	10.11	28	21	51
1894	3.90	17	9	34
1895	12.28	41	22	95
1896	10.50	39	29	97
1897	14.62	33	26	69
1898	18.03	32	xx	85
1899	9.44	33	xx	84
1900	11.74	17	5	55
1901	20.22	49	38	117
1902	10.73	38	22	87
1903	15.55	35	15	119
1904	11.96	40	29	85
1905	19.17	42	18	107
1906	13.21	26	15	87
1907	15.03	18	18	72
1908	13.17	29	14	78
1909	13.96	28	15	92

(Continued on Page 30.)

O.K. CANADIAN AUTOMATIC POTATO PLANTER

RELIABILITY

DURABILITY



SIMPLICITY

Write for our 1911 Catalogue and provide yourself with a complete line of satisfactory potato machines. Our prices and terms are attractive to dealers.

CANADIAN POTATO MACHINERY CO. LIMITED

GALT

ONTARIO

The only manufacturers of a complete line of successful Potato Machines in Canada.

THE "FLOUR CITY" TRACTOR

WILL DO YOUR PLOWING AND GENERAL FARM WORK CHEAPER THAN HORSES OR STEAM!



As an economical factor on the farm, the "Flour City" Gasoline Tractor has come to stay. It is always ready to put on any kind of work, and is cheaper than horses or steam. It will do more plowing in a day than thirty horses.

The "Flour City" is considered the best designed, best built, strongest and most economical tractor on the market today.

It is of the four cylinder type, which admits of a lighter construction. The "Flour City" gives the maximum power with the minimum weight. It does not pack the ground so hard, and will pass over soft places where others cannot.

The "Flour City" twice won the Gold Medal at Winnipeg, and the following letter is more evidence of its superiority.

"We take great pleasure in reporting to you that the 40 h. p. "FLOUR CITY" engine recently sold to the Roberts Land Co. is working good. It is pulling ten 14-in. plows and has power to spare. It has been running twenty-four hours a day for the past four weeks (from twelve o'clock Sunday night to twelve o'clock Saturday night) and that without any breakdowns or mishaps of kind. They have plowed 1400 acres and the engine shows no wear except on the bull pinions."

DAHL IMP. & LUMBER CO.
White Rock S. D.

Write for catalogue explaining it fully

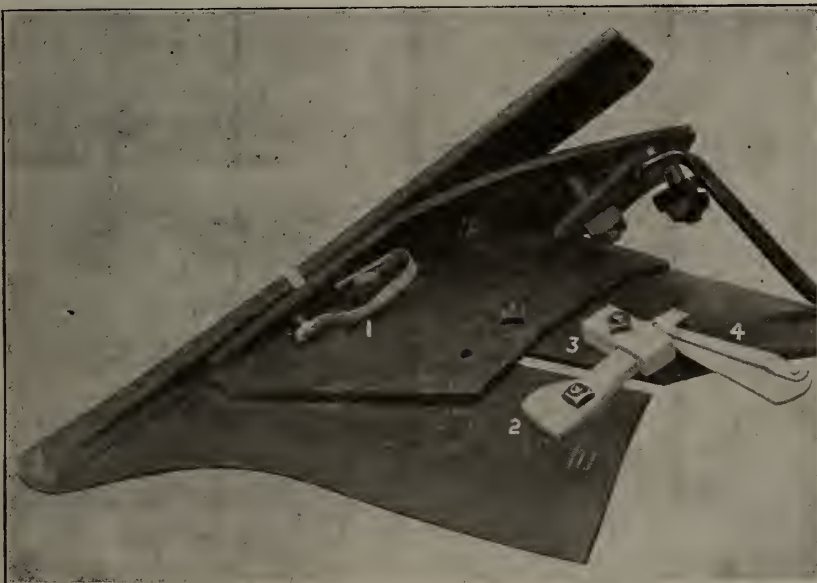
KINNARD-HAINES CO.

Minneapolis, Minn.

Dominion Agents:
WINNIPEG

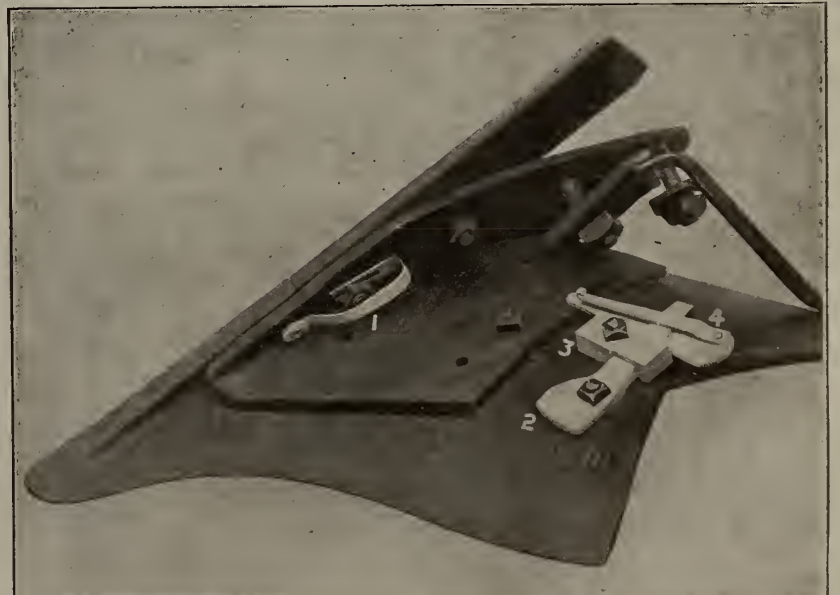
ONTARIO WIND ENGINE & PUMP CO., LTD.
TORONTO CALGARY

PLOWSHARE FASTENER



DEVICE OPEN.

1. Spring Bolt. 2. Coupler. 3. Lock Bar. 4. Wedge Key.



DEVICE CLOSED.

THE PARKS-COUGHLIN PLOWSHARE FASTENER (Patented)

ELIMINATES PLOWSHARE TROUBLES.

Need of tipping plow over to get at the shares.
Trouble with damaged and rusted burrs.
Trouble with turning bolts.

It Saves Time. It Saves Money.

The cost of the fastener is first cost. The cost of bolts is continual as long as the plow lasts. It has stood every test in every soil.

The wedge key draws the share on, and holds it on in spite of rocks, stumps or gumbo, until you release it. Change shares in forty seconds. A boy can do it easily as a man.

Simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share in position, secure the spring bolt, insert the key and drive it in with your wrench. Easy? Well, yes. Not a burr to loosen. Not a bolt to remove. Sprung shares? A sprung share originated the fastener.

Every part is well made and every set is sold under a responsible guarantee. We back you in that guarantee to the farmer.

Mr Dealer, you are a live wire! You handle live goods only. You will want to include this in your line. Every owner of a plow will want a complete outfit. Write us now, and arrange so that you can get your goods in seasonable time.

IMPLEMENT SPECIALTIES COMPANY, 304 McIntyre Building, WINNIPEG, Man.

(Continued from Page 28.)

Notwithstanding the fact that during the nineteen years the average annual rainfall of the summer months, as shown by the above statistics, has only been 12.88 inches, the average yields for both wheat and oats, 32 bushels and 82 bushels respectively, are truly remarkable under such circumstances.

Lest it be contended that the result on a government operated farm is not a fair indication of what should be done under ordinary circumstances, permit me to refer to the results under similar conditions on my own farm some twenty-five miles north of Indian Head. These are as follows:

WHEAT	
Year	per acre Bushels
1891	30
1892	28
1893	34
1894	24
1895	26
1896	31
1897	35
1898	27
1900	25
1899	33
1901	51
1902	28
1903	31
1904	35
1905	36
1906	38
1907	15
1908	16
1909	23

THE SUMMER RAINFALL.

These yields, in the case of the Experimental Farm, as well as of my own, have been produced on either fallow or early done breaking or back-setting.

The average rainfall during the growing season for the whole province throughout the last eleven years was 12.71 inches, or practically the same as the record at the Experimental Farm during the nineteen years which was shown in the previous table to be 12.88 inches. From the year 1883, that

is, the first season in which any considerable crop was grown in Saskatchewan, down to 1891, the first year that any record of precipitation was kept, there was a series of years that were even drier than the subsequent years, and yet, under these improved methods of tillage, splendid crops were grown, ranging from twenty to forty bushels of wheat to the acre. The years 1886 to 1889 were particularly dry, and while no record was kept of the rainfall, it is thought that not over two or three inches of rain fell during the growing season of either year; and yet I and many others had from fifteen to thirty bushels of wheat to the acre on well tilled land.

Even after marked success with grain growing had attended the efforts of the farmers in the older districts, it was still thought that the greater portion of the western half of the province was totally unfit for agricultural purposes, as it was generally believed to be more arid than the eastern half. But as time passed, and better methods of tillage were introduced, and settlers continued to flock in from all directions, this hitherto shunned district was gradually overrun with settlers, who, as pioneers, have since made a pronounced success, as did their brethren in the eastern half of the province. It may here be noted that in the north-eastern quarter of the province where the soil is richer in vegetable matter, and is more alluvial in character, and the precipitation is greater, the need for such frequent and thorough summerfallowing is not so apparent.

THE PRESENT DEVELOPMENT

And so, practically the whole of the province has now been proven to be not only fit for settlement, but also capable of producing the

highest quality of cereals that find their way into the world's market.

Instead of being, as we were ten years ago, a struggling settlement, with only a handful of people and with a total output of only about 9,000,000 bushels of grain, we are now a thriving, vigorous, rapidly growing community of approximately 400,000 souls, and increasing so rapidly that it is only a matter of time until we shall have a population of millions and a production of grain hovering around the billion mark.

When it is considered that we have this year reaped practically 200,000,000 bushels of all kinds of cereals from one-tenth of the arable land of this province, the enormous agricultural possibilities of the country, and the likelihood of its becoming a determining factor in the grain markets of the world can be understood.

Not only are we growing grain, but the province is becoming famous for its high class of horses and its well bred cattle. Indeed, all branches of farm husbandry, including sheep, hogs, poultry, horticulture and forestry, are being engaged in more generally, with advantage not only to the farmers, but also to the province as a whole.

As the experimental and speculative season has largely passed away, its place is being taken by a more general desire to establish permanent and beautiful farm homes, surrounded by fertile fields, commodious farm buildings and picturesque shelter belts, all of which contribute to make the lot of the farmer in Saskatchewan an enviable one indeed.

Improve Rural Conditions.

Governor Hay, of the state of Washington, says that he is firmly convinced that there are more dissatisfied people in the cities than in the rural districts, and he is inclined to believe that there is really more of the "back-to-the-farm" sentiment among adult urban persons than is the aspiration for city life among adult country persons.

It is the younger generation of the country that is being lured from the farm by the glare and

glimmer of better raiment, more leisure, less hardship and more social advantages, says Governor Hay, while the city man, weary of the maelstrom of strenuous commercialism, looks longingly to the green fields and hills and dales, yet dreads the bad roads, poor schools and limited social intercourse.

The great need is to improve conditions of country life. President Roosevelt saw this need; he appointed a commission to make such investigations as it could, and to hear such suggestions for a remedy as might be offered by the farmers themselves, or by any others who might have given some thought to the subject, says the San Antonio Express. The members of that commission were patriotic enough to assume the task assigned them solely for the public good, and served without pay, yet their efforts did not seem to have the approbation or co-operation of many newspaper writers and public men who should have heartily sympathized with the plan and purpose, so not as much was accomplished as might otherwise have been. Now Governor Hay has asked the Spokane Chamber of Commerce to appoint a committee composed of educators, business and professional men to formulate a practical working plan for the country life movement inaugurated by President Roosevelt.

First and foremost in the work of making country life more pleasant and attractive must be improvement of the public highways. This will bring neighbors into closer relationship and promote social intercourse. With good vehicles and smooth, hard roads, persons living ten miles apart are nearer to each other than neighbors having between them a distance of not more than a mile or two, but hardly able to exchange visits during certain seasons of the year because of the impassable roads. With good school houses and good roads there will be neighborhood meeting places which will bring the young people together in a way to relieve much of the tedium and isolation of country life to them, and the rural mail and telephone will put them



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Cater Can Sell You

Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order
Brandon Pump & Windmill Works

Brandon Man.



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Established 1849

Capital and Surplus \$1,500,000.

Offices throughout the civilized world.

Correspondence invited.

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OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta., Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

Free guide to lighter work.

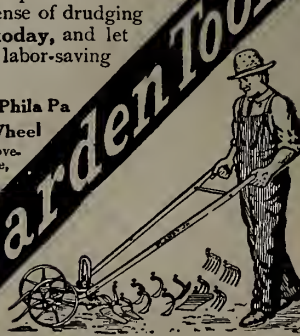
The Planet Jr 1911 illustrated catalogue is a complete guide to lighter farm work, better crops, and more money. Every farmer and gardener should possess it as soon as the mail can bring it. What's the sense of drudging when you don't have to? **Write today**, and let this free book help you select the labor-saving implements you need.

S. L. Allen & Co Box 1108Z Phila Pa

No. 11 Planet Jr Double-Wheel

Hoe has an important improvement for 1911—a steel-frame, making it practically indestructible. Adapted to many kinds of work. Pays for itself in a single season.

No. 4 Planet Jr Combined Hill and Drill Seeder, Wheel-Hoe, Cultivator, and Plow is a real necessity in every good garden. Can be adjusted in a moment to sow all garden seeds, hoe, cultivate, weed, and plow.



Write for the name of our nearest Agency

in closer touch with urban communities and the outside world.

Better farm houses and more attention to the comforts of the home and surroundings, more flowers and ornamental plants in the yards and a greater variety of vegetables in the gardens will help to beautify the home and improve the table, and all this will help to make country life more attractive, but still more will be the stimulus of intelligent farming in which the young men of the farm strive to outdo each other in increasing the productivity of the soil, in the variety and excellence of their products and in the general results of their achievements.

In North Carolina, the sum of \$10,000 is annually distributed in prizes to boys who accomplish most in the cultivation of the soil. Last year a 17-year-old boy won the first prize by raising 152 bushels of corn on one acre of ground. Besides obtaining a prize he sold his corn at \$2 a bushel to his neighbors who wanted it for seed, and got \$30 for his fodder. To watch this growing crop, as well as to work it, was a source of constant pleasure to him, and he never once sighed for the allurements of urban life. He was doing something ambitious, and there is not a young man in his state who could feel prouder of personal achievement. More of that sort of boys on the farm would check the movement toward the cities.

The Road to Failure.

Reports from the great commercial agencies show that each year something in excess of one-fourth of all the retail dealers in the country go out of business, and are replaced by others. This fact, says Farm Machinery, seems to have been overlooked by some manufacturers who do not keep in touch with the constantly changing conditions.

These concerns proceed to build up a large and lucrative business by first gaining the trade and support of the dealers by advertising their goods to them. In their advertising they found the dealers then, as now, in a receptive mood, and as long as they continued their advertising they flourished.

But flushed with success, and believing that their trade was so firmly established that it would go on for ever, the advertising was withdrawn. A spirit of false economy was partly responsible for the act—the "big head" (using a phrase of the street) for the balance.

No thought or care is given of the 30 or more out of every 100 retailers who desert the retail trade, nor of their successors. No attempt is made to interest those who have become successors of those who have passed out of business.

Then trade falls off. Instead of applying the proper remedy—advertising to attract the newcomers—and maintain the proper ratio of business between the old and the new, the wholesalers become imbued with the false notion that dealers are growing indifferent to their wares.

On finding their business diminishing, and redoubling their efforts through advertising that will bring it back to them, they turn with desperation to direct selling, or they dispose of all or part of their goods to catalogue houses. They desert those who have built them up and made it possible for them to grow great. They allow the penny held close to their eye to cast its eclipsing shadow over the dollar a few inches away.

Envy, and ignorance of their own shortcomings accomplishes the downfall of these concerns who forget the retail dealers. They envy the success of

great concerns that hold the dealers' trade through extensive trade paper advertising, and they envy the success of the mail order concerns which would fail but for their fortunes spent in advertising through other channels. And in their envy of the latter class they forget that less than five per cent. of goods sold at retail are distributed by mail order and catalogue house concerns.

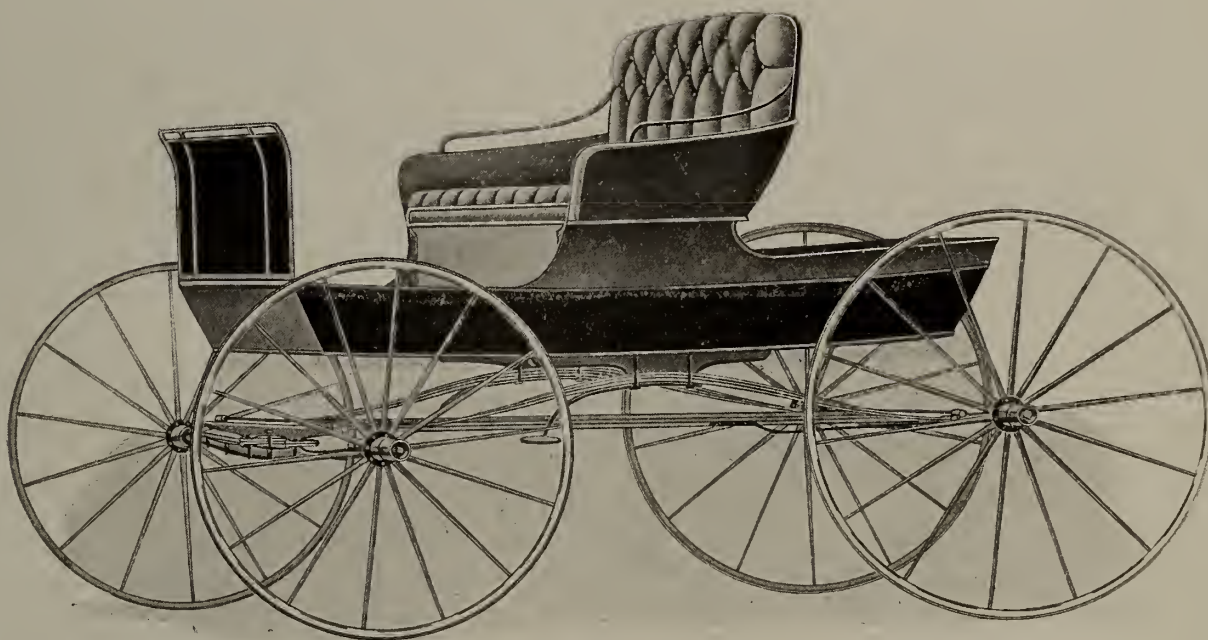
Some thirty big concerns once envied the trade of the "grangers." They contracted to sell them goods for disposal among their members. Not one of these thirty firms exist today. Why? Because they did not appreciate the worth of the gold that did not give out a glitter to their satisfaction in the business of the retail dealers, but chased after the shining thin veneer of gilt which proved only "fool's gold" and worthless.

When once a wholesaler deserts the dealers, he is lost. He is at once at the mercy of the catalogue house barons; the dealers will have no more of him. Another and good friend of the dealers drops into the place he has vacated. The gulf of Oblivion yawns and engulfs him.

Yet the lesson taught by those who have failed is not heeded by others. They continue to turn their backs upon their friends to "coddle" a new found pal. Shortly the new one excuses himself, laughs at the "easy mark," and another victim of misplaced confidence is numbered among the failed, reported by the agencies.

Look over the events of the past ten years. Recount the history of those firms that have forgotten the dealers and the trade papers, and tell us how many remain active. If any still exist, what are its conditions, financially and otherwise? But why go fur-

Armstrong Vehicles.



No. 133 Prairie Concord.

This Concord Buggy represents one of the most popular vehicles with our Western Trade. It is not only roomy but looks well and is very strongly built. We recommend this highly for general purposes as applying to Western conditions.

Cutters on hand for prompt shipment at all principal points.

Catalogue on application.

J. B. Armstrong Mfg. Co. Ltd.,
GUELPH, ONT.

ther? Obituaries and post mortems are uninteresting things to discuss.

Business Methods in Farming.

Farming is a business and when conducted on a proper basis is one of the most profitable businesses in which a man can engage.

As a rule, however, the farmer does not run his farm along the strictly business lines of the manufacturer and merchant, and he is the loser because of it.

It is the custom among many of our farmers to gauge their profits by the size of the crops and the price they bring alone, rarely taking into account the individual expense attached to producing the crops. Through this system, or rather lack of system, the farmer finds himself poorer at the close of the season than at the start, and he wonders why, in spite of good crops and fair prices he doesn't prosper.

On the other hand, the merchant carefully keeps account of the expenses in time, labor and machinery, and figures out the cost day by day, constantly on the alert for ways to cut down the cost of production and improve his methods. He gives the matter of prices secondary consideration, knowing full well that the cost of production chiefly determines his profits and if he can produce cheaply he can also sell cheaply and profitably.

There are many farmers working along year after year, depending largely upon the weather and market prices for a successful season, who could increase their yield of crops, reduce working expenses, and add greatly to their profits by adopting improved time and labor-saving tools in their work.

The well-known Plant Jr. farm and garden tools are said to be the greatest time and labor-saving farm implements ever invented. They frequently do six men's work and enable the farmer to get larger and better crops with half the labor and expense.

These implements are the invention of Samuel L. Allen, himself a practical farmer, and they are adapted to every variety of farm and garden work.

Every dealer who is desirous of adding to his profits should procure the Planet Jr. catalogue which will be sent upon request by addressing S. L. Allen & Co., Box 1108 Z, Philadelphia, Pa., manufacturers of Planet Jr. tools.

This catalogue contains a complete description of the different types of time and labor-saving implements, seed drills, wheel hoes, horse hoes, and cultivators, potato diggers, riding cultivators and orchard and beet cultivators, and fully describes their purpose and how they can be used.

The world owes every man a good time.

Short Dairy Course.

The Home Dairy and Butter Makers' Course at Manitoba Agricultural College will open on Feb. 17, 1911, and will extend over a period of four weeks.

The lectures and practical work will be so planned as to make the course of as great value as possible to those in attendance.

During the course a full set of lectures will be given, dealing with such subjects as the economical production of milk; building up the dairy herd; feeds and feeding; cow-testing association work; the testing of milk and milk products; defects in milk, their causes and remedies; the care of milk and cream for town and city trade, and for cheese factories and creameries; the creaming of milk; the care and ripening of cream in the home dairy; churning, washing, salting, working, packing, care and marketing of butter, etc.

Practical Work.

Instructions will be given daily in the Home Dairy and Milk-testing departments, both of which are modern, commodious and fully equipped, and in the hands of a competent staff.

In the Home Dairy will be found all the leading makes of hand separators, and the students will have an opportunity of using and studying these.

Also this department is well equipped with the different makes of hand churns and all the requisites of a good home dairy, and students will receive a thorough training in butter-making in all its phases, and also in the judging of butter.

The Milk-testing department is fully equipped with steam-turbine and hand Babcock testers, and all other apparatus found in an up-to-date milk-testing department, and students will receive a careful training in the testing of milk, skim-milk, butter-milk and cream.

While the course is what may be termed a home or farm dairy course, it should prove of great value to creamery buttermakers, as all of our creameries are cream-gathering creameries and creamery managers should make themselves as conversant as possible with the farm side of dairying, including the economical production of milk, the use of hand-separators and the care of cream, all of which will be dealt with fully and in a practical way.

It is our hope and our expectation that a goodly number of our farmers' sons and daughters, and of our butter-makers, will take advantage of this course.

The fees are practically nominal, there being only a registration fee of one dollar.

The running expenses of a home are not so great as the walking expenses of the street.



New Factory of Duane H. Nash Co. at Millington, N.J.

Duane H. Nash Co. move into New Factory.

Duane H. Nash Co., manufacturers of the celebrated "Acme" pulverizing harrow, clod crusher and leveler have just completed and moved into the new factory, which is located at Millington, New Jersey. The rapid increase in the volume of business brought the firm to one of two conclusions — either to rebuild and add to the old plant with its inadequate railroad facilities, or abandon the old plant and build a new one. The latter course was decided upon, and a new location was chosen in order to improve the switching facilities.

The new factory, shown in the accompanying half tone, is constructed entirely of reinforced concrete and is absolutely fire-proof throughout, each department being separated from the adjoining ones by concrete walls and fire doors. The increased amount of room available, combined with new machinery and much more economical handling of product has very largely increased the output.

Raw material coming in on cars is delivered by the railroad over a private siding to one end of the factory, where it is taken directly into the fabricating and forging department. After passing through this department it is taken to the storeroom for raw material, and then continues on into the painting room and assembling shop; thence it is taken by elevator and delivered on the second floor in the storeroom for finished product. From here it is taken out into cars for shipment on an elevated siding, this siding being also used to bring in fuel for the steam plant.

The forging is done by the fuel-oil process, the heating and tempering of the working parts of the "Acme" being done by a special process devised particularly for this product. A number of new and special machines have been installed, and these bring about better and more economical handling of the work.

The storeroom between the forging and fabricating shop and the assembling room occupies a space of 50 x 60 feet and is suit-

ably equipped with racks and bins for the reception and storage of the semi-finished material coming in from the fabricating room. In this section of the building is also located the machine shop, wherein is done all the necessary repair work on the machines in the factory; also all the tool work. The assembling room is the ground floor of a two-story structure 50 x 100 feet, the second story being devoted entirely to the storage of finished harrows.

Above the machine shop, and shown in the central portion of the accompanying illustration, are the executive offices, which occupy a space of 40 x 60 feet.

The entire plant and offices are heated by steam. The engine and boiler rooms are semi-detached, occupying a space of 40 x 60 feet.

The product of this factory is absolutely standardized, and it is found at the present time that even with the new and enlarged production and shipping facilities the demands of the trade are keeping right up with them. The "Acme" harrow is handled exclusively by the several John Deere Plow Co. houses throughout the country. They recognize in this tool a complete harrow, and one suited to the particular needs of every style of farming where advanced farm methods are carried out. The manufacturers and selling agents anticipate and are preparing for a very large increase in the volume of business in 1911 over past seasons, and are amply able to meet them with their new facilities.

The Hudson Bay Route.

Party No. 1 of the Hudson Bay Railway surveys returned last fall and brought an interesting report of the headway that is being made on the project, the nature of the country, etc. The party was in charge of Engineer Clifford and was working on that part of the line known as the first section, located between The Pas and Landing Lake, a distance of about twenty miles. The work has been rushed with all possible speed, and every effort is being

made to survey and locate as quickly as circumstances will allow the most suitable and practical route available for the construction of the road.

It was late in October of 1909 when Mr. Clifford and his party left The Pas, and just at the time of year when travelling over swamps and muskegs was anything but pleasant. However, during the whole trip of twelve months of surveying, very little of the country through which the party passed was found to be in any way unsuitable for the building of a railroad.

With but few minor handicaps, such as bad weather for moving camp or stiff winds preventing

the canoes from crossing the larger lakes, good progress was made. As a result Mr. Clifford has succeeded in securing a great deal of accurate and valuable information as to the easiest and most accessible route from The Pas almost as far as the Nelson River, or considerably over half the total length of the road, and which section of the line, it is believed, will be changed but very little.

In many ways, aside from the actual running of the survey line, Mr. Clifford's work will prove beneficial and helpful not only to the Railways and Canals Department alone, but to the geographers' branch of the Interior De-

partment as well. For, while surveying that section of the road, many large lakes and beautiful rivers were also discovered, which up to now have been hidden and unknown to the people of Canada. Most of these lakes and rivers, it is understood, abound in countless numbers of valuable fish, so plentiful and of such an excellent variety, consisting of sturgeon, salmon and whitefish, that when the country is opened up by a railroad it will mean the creation of a great commercial industry of vast importance to the Dominion.

Hundreds of acres of fertile clay soil were also found within close proximity to the line of rail-

road, which, when cleared and tilled, will afford rare opportunities for the intending settler in the very near future. And besides there are promising traces of rich iron ore existing in large quantities, also an abundance of high-grade lime rock deposited in great massive ridges here and there throughout the country. This lime rock, or limestone, is claimed by mining experts to be of a special and exceedingly rare variety known as "dolomite limestone," which is much sought after by coal mines for use as flux in their collieries.

Mr. Clifford, throughout the entire trip, did not encounter anything near what was at first be-

Watson's Steel Wheel Harrow Cart

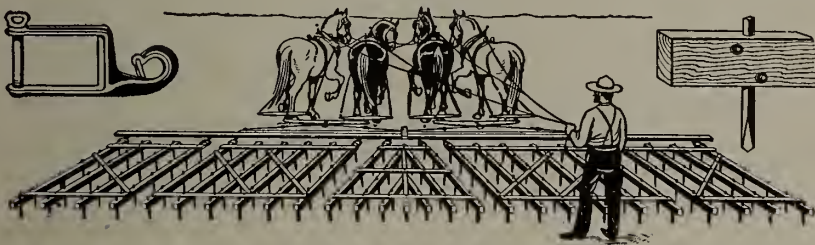
Made in three sizes: 24, 28 and 36 inch high wheels. This is a remarkably light draft cart, has removable boxings, and is sold at a price which leaves a good margin of profit for the dealer.

Short hitch, high above the dust, made of channel steel, unbreakable.

This cart will attract your customers strongly for it eliminates the drudgery of following the harrow on foot.



Watson's Boss Wood Harrows

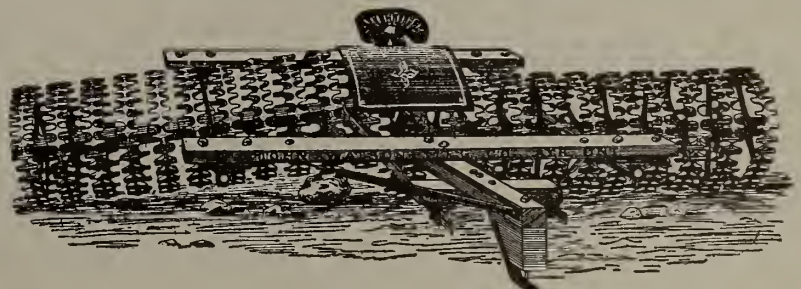


Made of seasoned hardwood—Two Rivets at every Tooth. Malleable draw clevis—correct in design and well finished. They are better than and different to others, that is why there are more of them sold in Western Canada than all other makes combined.

OUR PULVERIZERS

GET THE TRADE

Because of their flexibility and perfect design they do more and better work with less power than any others.



Made in 16 and 22 wheel sizes
The 22-wheel size is supplied with two poles and pulley hitch.

Watson's Steel Boss Harrows

Are the perfection of design and strength. The tooth bars are made of angle steel and the braces of channel steel. The teeth are fastened by a simple device and cannot become loose. This harrow when knocked down occupies very little space and weighs a little less than the wood harrow. Four-horse size supplied with 149 teeth, covers 24 feet.

Watson's All-Steel Channel Harrows

IN ALL SIZES.

Write
for
Particulars

John Watson Mfg. Co.
LIMITED

WINNIPEG

lieved to be an impassable muskeg or swamp, over which the road could not be constructed. The correct information regarding the matter is this, explained Mr. Clifford: "There are but a few points on the whole section which we covered where it will be at all necessary to make unreasonable curves in the line in order to secure solid foundation. For invariably there are tangents on the line of survey that are absolutely straight for as many as thirty or forty miles of a stretch, as will be shown on the new profiles and plans." There is also another very important point in connection with the most recent surveys of the road, by which it is believed that the number of smaller bridges can be lessened considerably, thus effecting a saving in construction of at least \$200,000, or possibly more.

The two other survey parties in the field, in charge of engineers F. P. Moffatt and J. P. Gordon, are rushing the work on their respective sections as fast as possible, and before another year has passed the Government hopes to be in possession of enough detailed information to allow the commencement of construction on a great railroad that will eventually revolutionize the trade and commerce of central Canada.

The Gasoline Tractor.

Internal combustion tractors have been a subject of deep interest for a number of years, and the demand for them is steadily increasing in Western Canada, more especially in those localities where the fuel or water question makes the operation of steam engines difficult. The needs of the farmer are, however, very varied and there does not seem any likelihood that either steam or gasoline tractors will altogether displace the horse.

On many of the larger farms of the West will be found a heavy, slow speed but powerful tractor and a lighter machine capable of higher speed.

The Winnipeg Fair makes a feature of combustion engine contests and the consequent valuable demonstration given of the workings of the different machines, not only educates the farmer to the use of modern machinery but shows the actual conditions under which it can be used.

For some unexplained reason motor contests are made no part of the agricultural fairs held in the States. There is considerable attention paid to securing side show attractions and no well conducted agricultural exhibition is complete without an airship attraction, although what bearing it has on the agricultural subject is somewhat obscure; but as to whether the manufacturers of traction engines and other improved farm machinery make an

exhibit seems to be a matter of complete indifference to the management.

Some advantages of traction plowing are: (1) that the work can be rushed when conditions are favorable; (2) that the work can be done with a smaller force of hands, and fewer horses have to be kept; (3) in hot dry weather engines can be used when horses could not stand the work; (4) with an engine it is possible to plow very difficult soils, and also to plow deeper than with horses; and (5) under favorable conditions, the cost of traction plowing has been brought lower than that of plowing with horses.

Philosophy for Implement Dealers.

The dealer who has a line of forceful arguments to back up his knowledge of farm machinery will not let many prospects slip through his fingers. To be able to prove to the farmer that in buying machinery he is benefiting infinitely more than the dealer is a fine accomplishment, and probably only a few dealers are sufficiently enthusiastic to "throw out sparks on a cold night." However, the following article from the columns of an exchange may induce our readers to brighten up and make a study of their business from this view point.

I'll bet a dollar to a hole in a doughnut, Mr. Reader, that when you picture a philosopher you shut your eyes and see a tall, slender, delicate man, in a shabby black suit with a shiny frock coat. He has dark hair, and his chin and upper lip are shaved, leaving a two-inch side beard. His hat is a plug of the vintage of 1903. His voice is so soft that children feel like throwing snowballs at him; and he calls it eyetier and neyther. He talks of poetry and the beauty of the stars, and when he goes out his wife pins a tag on him because he always forgets his house number. He is about as impractical, visionary and all-around useless an individual as can be found in a day's journey.

My friend, Jim Digby, is a philosopher, even the real thing, but if you should bring in an indictment like the above the grand jury would throw it out, and declare Jim "not guilty."

Jim is modern, and if the modern man wants to get close to business and hear the rattle of the coin he wants to be a philosopher. That's what Jim Digby says, and he offers to back up his statement with affidavits and proofs.

He was giving young Smithkins some pointers on selling the other day, and it sounded like a man who has his feet on the ground and his hands on the business rudder.

You are selling business implements, office fixtures and such, Simpkins, says Digby; you tell me it is a good imitation of work, and I believe you. In fact, I expect you make about three sales where I could make one.

And yet, if you could only gather a lot of knowledge about the value of implements, and then knew the real philosophy of argumentative talk, and would turn the crank and get so full of enthusiasm that you would throw out sparks on a cold night, you would sell so much, and make money so fast and easy that it would seem a shame to take it.

You are actually benefiting a man and putting money in his cash register when you sell him an implement, and if you could get him to see it in the true light, he would lock the door to keep you from running out before he bought. Yes, sir; that's what he would do; every mother's son of him, said Digby.

Take the farmer, for instance. Before there were any farming implements it took eighteen hours' work on the part of the farmer to raise and thresh a bushel of wheat. Now it takes something like ten minutes of actual labor. Don't you see that the farmer was benefited when the implement salesman came around and sold him a reaper, or binder or some other machine? Of course the salesman made a commission, and of course the farmer appeared indifferent, and raised all sorts of objections, and said he had no time to listen to a lot of talk, and finally gave in reluctantly and with an air of giving away money.

But the farmer made a hundred times more from buying the implement than the salesman did for selling it. Look at the farmer today! He is the biggest dandelion in the field, and the brightest yellow of them all. In America he raises about eight billion dollars of farm stuff every year, and he is getting to be the financial heavy-weight of the country. He has paid off all his mortgages, wears a real velvet house coat, smokes cigars with gold bands around them, and rides out in his automobile every day.

A few years ago he couldn't whitewash his front fence. He kept horses to raise corn, and he just raised enough corn to feed his horses. He paid his bills with turnips and potatoes, and a silver dollar looked as big to him as a dinner plate.

What caused all this difference, Smithkins? said Digby. Nothing under the wide heavens but agricultural implements. Yes, sir; agricultural implements lifted the farmer from a financial cypher to the plutocratic class. They brought him success, self-respect, money, the admiration

of the world, and made all people anxious to kow-tow to him.

If you could gather up a lot of examples, continued Digby, and would hand them out one at a time to your prospects as you talked to them, and let them see that you are talking for their benefit and that it is putting money in their pockets to buy of you, and that it may raise them to the velvet house-coat class, and cause them to smoke cigars with gold bands around them, why you would land every man you tackled.

He just couldn't help buying of you, and if you started to go to the door before he had signed the contract he would holler for the police to bring you back.

Well, Smithkins sat and said nothing while Digby was talking, but took it all in with both ears. He seemed to be thinking, and acted like a man with something on his mind. In a short time he shook hands and took his leave. I didn't see him for a year, but as we were discussing a dinner at a restaurant to which he had invited me he confessed that business had been good with him, mighty good. His commissions were twice what they had been before; and he inquired after Digby and said he was a fine business man and a good talker. For Smithkins fortunately was not a college graduate and did not think he knew it all. The sly fellow had absorbed and quietly planted Digby's pointers; he had made a little understudy of being a business philosopher himself, and his harvest was big, fat commissions which he gathered as easily as picking large, red apples from a dwarf tree.

Automobile Statistics.

During the year ended March 31, 1910, the imports of automobiles into Canada amounted to \$1,732,215, of which those imported from the United States were valued at \$1,569,227. The value of automobile parts imported during the same year amounted to \$269,586, of which all but \$10,000 worth came from the United States.

In spite of the fact that automobiles imported from the United States are subject to a greater duty than that imposed on autos imported from the United Kingdom, 35 and 22½ per cent. ad valorem, respectively, the former country supplies nearly all the imports. Altogether, 1,424 machines were imported in 1910, of which 1,362 came under the general tariff, 60 under the preferential tariff, and 2 under the French treaty.

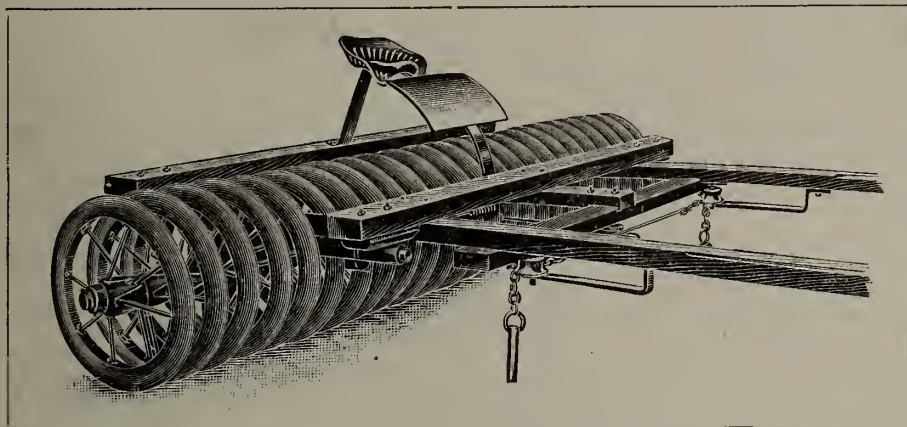
McMillan & Gemmill, implement dealers at Melfort, Sask., have dissolved partnership. The business will be taken over and carried on by J. A. McMillan, dating Dec. 1, 1910.

Recommend sub-surface packing to your customer as a means of producing a large crop

THE

Brandon Sub-Surface Packer

Is the most satisfactory packer on the market



Well Built,
Well Finished
Will do the Work

Nothing to equal the results produced by
this machine.

Can be sold with confidence.

Will give entire satisfaction.

Send for Price List

BRANDON IMPLEMENT & MFG. CO. LTD., BRANDON, MAN.

Give your customer the best. Sell him

A NEW ECLIPSE PLOW

The Perfection of all Riding Plows

Stiff and Strong

Heavy Frog

Heavily Braced

Land Wheel always in Line

Self Locking Device

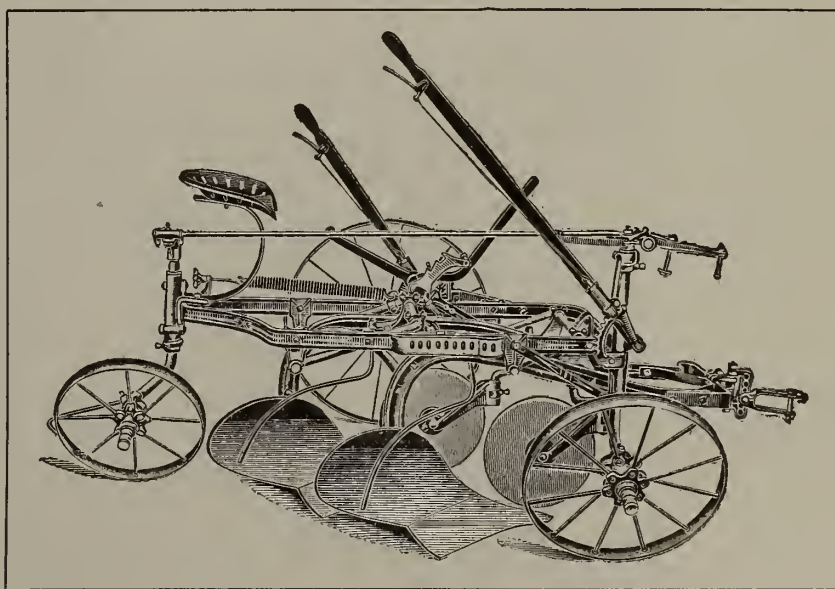
Easy on the Horses

Simple to Control

You sell the best when you handle the

NEW ECLIPSE

Send for Catalogue



BRANDON IMPLEMENT & MFG. CO. Ltd.

BRANDON

MAN.

FARM MACHINERY—PAST AND PRESENT

Without the aid of modern farm machinery not a tenth of the present-day crops could be sown or harvested. Great changes are taking place in agricultural methods owing to the perfecting, from year to year, of labor- and time-saving devices. A remarkable feature of this progress is the avidity with which the farmer of to-day seizes upon anything likely to assist him in the cultivation of his land or the saving of his crops. In the past it was not easy for dealers to convince their customers that a steam engine, for instance, was necessary and economical for plowing on a large scale. This reluctance to purchase was caused more through lack of mechanical knowledge than any financial disability. In those days the dealer, too, was remiss in not being sufficiently well posted in the details of his machinery to make the handling and care of it clear to his prospect. What was needed was just a little special education; this the dealer ought to have had ready to pass along to his customer. Fortunately for the trade the up-to-date farmer is fast attaining sufficient knowledge of mechanics to keep in order any machinery he needs on the land or on

the highway. He is also evincing a disposition to take more care of his implements. The plow, left in the unfinished furrow from fall to spring, is becoming a less frequent sight. The binder and the rake, left to the mercy of the elements, are becoming a rarer spectacle each successive season. Each year thousands are added to those sufficiently advanced in farm economics to build special sheds to shelter their implements and vehicles, knowing that the success of farming operations is dependent largely on the proper working of machinery. The farmer of to-day has his motor tractor, his gasoline engine and a dozen other implements, and he has to know how to run them and keep them in order. Otherwise a high expense would be entailed for the service of a skilled mechanic. The Agricultural Colleges are entitled to some of the credit for this increased mechanical knowledge, for they make a strong point of instructing students in the use of most all of the up-to-date machinery and implements. The consequence is that the young fellows from these schools go back to the farm with a good working knowledge of the various

implements. In many cases the purchase of machinery is left to them out of deference to their superior knowledge, so that the dealer finds he has a different kind of buyer to handle than was the case 10 or 15 years ago. This educational advance of the rising generation has a good influence on the implement trade as a whole. As the knowledge of scientific agriculture and mechanical principles grows, the demand is constantly increasing for more efficient machinery, so that the outlook for the farm implement trade was never brighter than at present. As an instance we may mention the amazing number of handy gasoline engines which are taking the place of horse and hand power. Before long it will be the exception, rather than the rule, to find a farmer with any pretensions to prosperity who does not make use of the gasoline engine for pumping water, sawing wood, running the separator, fanning mill, etc. But the utility of engine power on the farm does not stop here. The motor tractor has come to stay. Its wonderful economy in plowing large tracts, hauling harrows, cultivators, drills and binders have made it the last word in present-day agriculture. When these services are not required the tractor is used to drive the grain separator, haul the loaded wagons to the elevator and perform any of the duties requiring a high power either at the belt or for traction purposes.

Even the luxurious automobile is appearing on our prosperous farms, and some manufacturers are making a speciality of an auto designed for farm use, and these are finding a ready sale among the well-to-do classes of the prairies. What better evidence of the emancipation of the tiller of the soil could be adduced? The age of machinery has worked the freedom of those who create wealth from the soil, and produced a class of men whose life, with its comfort and wholesomeness, compares favorably with that of the dweller in cities.

Keynote of Success.

All the literature ever written on the science of salesmanship, and all the advice ever given will not, of themselves, make a successful retail implement dealer. In spite of the lengthy articles on sales methods, and the conceptions of various writers as to what are the essentials of success, the fact remains that the personal element—the individuality of the dealer, is by far the most important factor.

No single method or set of rules can be reasonably advocated to ensure successful sales, because every purchaser is different temperamentally, just as

is every salesman, so that it would appear that the power to change one's method to meet each case would be a most valuable attribute. But this power, it will be conceded, is very rare. An instinctive knowledge of the characteristics of every prospective purchaser would indeed be a prized possession, and would imply, among other things, a comprehensive study of physiognomy, and a keen intuition of human foibles. The average dealer may possess these faculties to a limited degree but it is obvious that we must, for general purposes, fall back on different qualities.

We believe that the chief essential to success as a dealer is hard work—untiring industry—and a thorough knowledge of the goods to be sold. The short cuts and royal roads may perhaps be used by a very few gifted men, but the everyday dealer must depend mainly on his own energy and application.

Prices of Agricultural Land in England.

Records of recent sales of real estate in agricultural districts of England, as published in the British Live Stock Journal give an indication as to the prices at present ruling for agricultural land in the old country. A farm of 221 acres in Lincolnshire sold for \$34,500, or at the rate of \$164 per acre. Dairy and grazing farms in Surrey, near London, with an acreage of 514, sold for \$63,266, or \$123 per acre. The rental being \$6 per acre, the price paid represents about 20 years' purchase. An estate of 1,034 acres near Cheltenham in Gloucestershire, including 215 acres of woodland, made \$53,500 or \$51 per acre. An estate near Grimsby, in Lincolnshire, of 1,113 acres, including three excellent wold farms, with houses, cottages and farm buildings, made \$115,826 or \$104 per acre. An estate in Cheshire of 1,105 acres consisting of four dairy farms, a small holding and building sites, sold for the large sum of \$306,600 or \$277 per acre. The proximity to large populations and the inclusion of building land account for the high price in this instance. An estate in Breconshire, Wales, of 1,829 acres made \$133,833 or \$73 per acre, the price representing 30 years' purchase of the rental value. Finally may be cited the case of five farms in Buckinghamshire, the smallest being of 173 and the largest of 354 acres, with rents varying from \$5 to \$6.25 per acre. The prices realised ranged from \$63 to \$131 per acre and the number of years' purchase from 15 to 18. In comparing the price of land in England and Canada it must be

**CANADIAN
PACIFIC**

**CANADIAN
PACIFIC**

Western Excursions

\$49.20

FOR THE ROUND TRIP

From Winnipeg, Portage la Prairie, Brandon
and Regina

TO

**Vancouver, Victoria and
Westminster**

Corresponding Low Fares from Other Points

January 20, 21, 22 and 23, and February 14, 15 and 16,
1911; good to return within three months from date of
issue.

**Apply to the Nearest C.P.R. Agent
for Full Information**

remembered that rates and taxes in the older country are high and represent a heavy item in the expenses of farming.

Extent of the Universe

To the question, how large is the universe? three answers are given. The first, says a writer in Harper's Weekly, is based upon the idea of an infinite universe in infinite space; the second upon that of a limited universe but infinite space; and the third upon the idea that space itself is limited. In other words, according to the first idea, one starting from the earth and proceeding steadily in a straight line might go on forever, always finding stars, though he might cross great spaces, quite void between the systems. According to the second idea, such a traveller might continue in his course forever, but he would at last pass the outer limit of the material universe, when he would meet no more stars. The third idea is that, if the traveler in space went on forever, no matter in how straight a course he proceeded, he would forever be coming back to his point of starting.

This third answer, that given by those not admitting the possibility of infinity, has no evidence either for or against it, and is, therefore, purely speculative.

Scientists have, however, found it quite possible to argue with respect to the other two answers. Most astronomers believe in a limited universe, contending that, were things otherwise, the sky would be one great uniform blaze of light, for an infinite number of stars would send us an infinite number of light waves, no matter how distant those stars might be. This argument assumes that there is no general absorbing medium in space. One eminent authority, however, is of opinion that it is more logical to suppose that much light would be

absorbed. His argument is that, in the first place, the stars would be, so to speak, "in one another's way." Then, too, we know that there are many dark celestial bodies, like our own moon, which would cast shadows, and, lastly, the ether itself may absorb radiation. This authority, therefore, inclines to the notion of the infinite universe.

A Word to the Wise.

Every month sees some recruits added to the ranks of implement dealers and every month sees some of them drop out for various reasons, but as a whole the army is increasing steadily. It is to the newcomers in the business we would offer a word of advice, and passing over the time-worn but important subjects of credits and collections we will touch upon a subject that seems to have received little attention.

We refer to the overcrowding of agencies. It would seem that some manufacturers consider every little village and hamlet as desirable territory and endeavor to locate agencies for their implements in all and sundry. When they are successful in inducing dealers so adjacent to carry the same line of goods, trouble soon appears in the shape of price cutting, and not one of the dealers affected has an opportunity to build up a business for himself.

We would advise dealers to carefully consider this point, both when starting business in a new district or when offered the agency for a line of goods.

Reputable manufacturers have found by experience that it is most satisfactory to have but one dealer in a town handling their line, in which case he also gets the trade from the surrounding territory.

It is hardly possible to definitely state what distance should

separate agencies, but they ought to be far enough apart so that the volume of business should yield a profitable return. Trespassing on occupied territory to some extent will always take place; the most favorable conditions for a dealer, however, are when his nearest competitor is far enough distant to avoid conflict on the same line of goods.

Turbine Gas Engines.

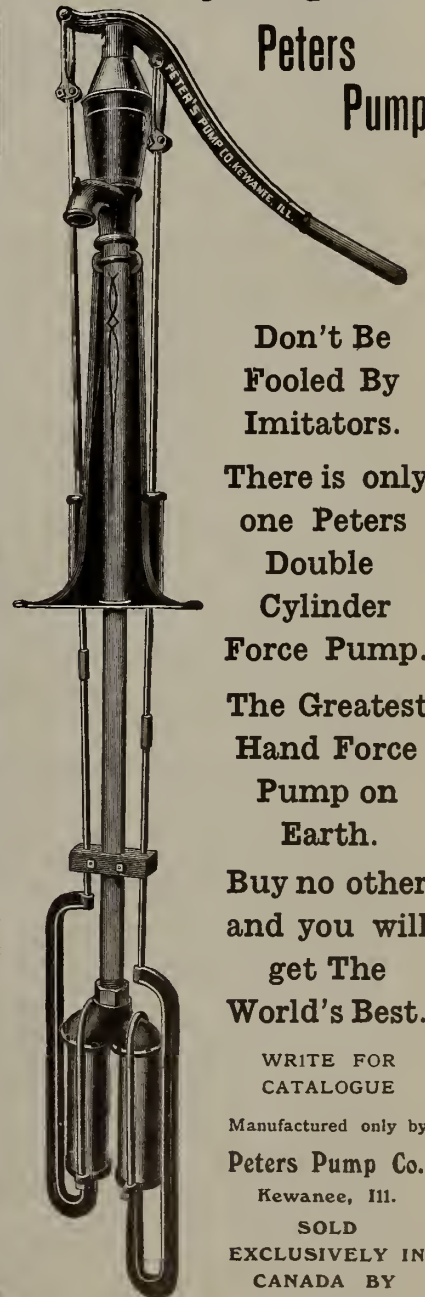
The rotary steam turbine has proved itself more efficacious than the ordinary reciprocating type for special purposes — notably where great power and high speed are the essentials. Another important feature of the turbine engine is its economy of space. This advantage, together with a very noticeable reduction in vibration, has been the cause of its adoption in many swift, up-to-date passenger steamers and warships.

If this principle could be applied to internal combustion motors it is evident there would be similar advantages.

A novelty consists in the connection of a turbine of the ordinary type with an air-compressor mounted on the same axle; this compressor sends a current of air at several atmospheres' pressure into the gas-generator, into which, from another direction, is

sprayed heavy petrol oil. In contact with the medium, brought to a very high temperature (about 1,800 degrees C.) the petrol is burned, and as the gas thus produced has a very great volume, the current issuing from the generator is at a sufficiently high pressure to run the turbine. A receptacle capable of resisting these high temperatures is made of metal lined with carborundum; the turbine is of special nickel, tungsten, or vanadium steel, and can work well at a low red heat (600 to 700 degrees C.). As, in spite of this, the gases must be cooled down before using (from 1,800 to 700 degrees) the excess of heat is utilized in part to heat the air previous to combustion, and partly to vaporize a proper quantity of water injected into the generator. In this way no heat is lost, and the mixture of air, carbonic acid, and super-heated steam is totally used in the turbine—a protean motor combining at once the steam turbine, the gas motor, and the hot-air engine.

The Only Original Peters Pump



Don't Be
Fooled By
Imitators.

There is only
one Peters
Double
Cylinder
Force Pump.

The Greatest
Hand Force
Pump on
Earth.

Buy no other
and you will
get The
World's Best.

WRITE FOR
CATALOGUE

Manufactured only by
Peters Pump Co.
Kewanee, Ill.

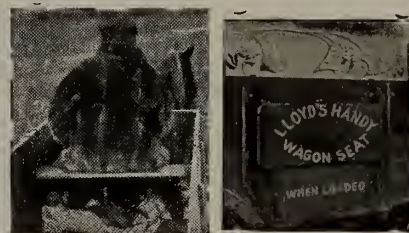
SOLD
EXCLUSIVELY IN
CANADA BY

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest,
and Most Durable Seat on
the Market.

Implement Dealers should write the Wawanesa Wagon Seat Company in connection with handling Lloyd's Handy Wagon Seat as a side line. This is a paying proposition and an easy seller. Makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co.
WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Dowagiac Drills & Seeders Are the Leaders

ASK US NOW
DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH.

WANTED

Three A1 Traveling Salesmen
ONTARIO WIND ENGINE
& PUMPCO. Ltd., Winnipeg

MANAGER WANTED

By Manufacturer for Western Branch, must be an A1 Man. Good Salary and Prospects. Give full particulars. Correspondence confidential. Address: Canadian Farm Imps., 822 Union Bank Bldg., Winnipeg. Manager A.



To the Trade

This is the season when we are wont to review the things we have done and left undone, and set new goal posts of achievement to be reached in the year to come.

Looking back over the year that has gone, we realize anew the friendship and loyalty of our I H C dealers. It is to you we are indebted for the progress and improvements made, and the success which has been achieved. It is you who have helped us send the gospel of toil-exempting farm machines into the wayside places.

From the president to the youngest office boy we have given of our best effort; given of the capital and opportunities we possess; given the discoveries and inventions of the trained experts who plan and work a lifetime through; given all that we could muster of the wisdom gained through research and experience; and in all this we have been supported by the earnest co-operation of the man on the ground—the dealer.

The East and the South are making fertile their impoverished fields; the Northwest is only beginning to understand the possibilities of the broad prairies; the West and Southwest are learning that their arid lands need be arid and unproductive no longer. The world is awakening to the potentialities that lie in modern methods reinforced by modern machines.

The campaign of education is country-wide, and you are one of the instructors. Tell your community what experiments have demonstrated. Show them how, with the acres they have, they can double the yield. Teach them the simple sum of adding to their income by increasing the world's harvests and decreasing the cost of living.

Let us prepare for the coming season's business by acquainting ourselves with the needs of our community, the worth of what we have to offer, the possibilities in the situation, then—steadily, cheerily, gladly, face the new year. It may bring us more or less of success; but, if we do our share, if we equip ourselves thoroughly, Success, in some measure, is sure to come.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO U S A



LETTERS OF CREDIT

Letters of credit are personal guarantees. They are the sign of quality. In the financial world, one banker issues a letter to another banker stating that "This man is alright." Such letters are the same as money. They are cashable at the bank.

In the business world, a dealer's standing—his alrightness—very much depends upon letters of credit, or, to put it another way, upon the creditableness of the letters with which he associates his name.

Real business letters of credit are the stamp of real quality. I H C are such letters, and every day in every part of the world more than 40,000 dealers are cashing them at the Bank of Prosperity. I H C—these agricultural letters of credit are honored at home and abroad, wherever harvesting machines and tillage implements are given the severest tests.

In selecting a good selling line it is well to bear in mind that quality is remembered long after price is forgotten. And the I H C line is distinctively a line of quality.

Farmers are more and more learning that the best is none too good. And so they are increasing their selection from the I H C line of harvesting, haying, and corn machines, twine, gasoline engines and tractors, wagons and motor vehicles, cream separators, manure spreaders, and tillage implements.

To those dealers who would like to know more about the I H C—the letter of credit line—and thus get a little nearer the identification window at the Bank of Prosperity, be it said that a well-informed man will be sent to talk over the whole matter, including quality, price, and the assistance that really assists in making sales. All you have to do is drop a line to the nearest branch house or to the home office.

CANADIAN BRANCH HOUSES:

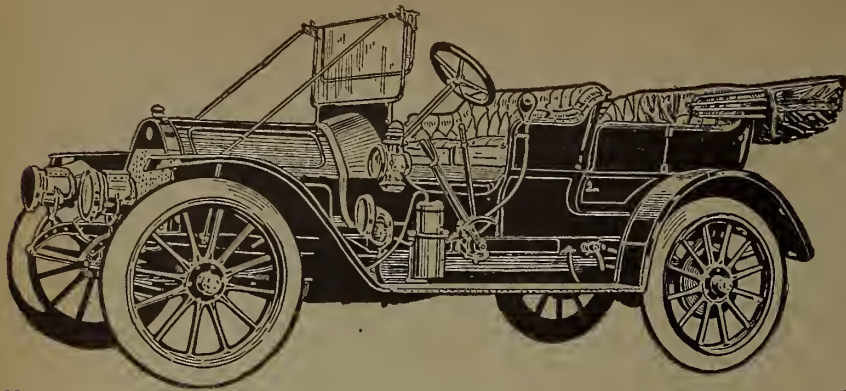
Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Hamilton, Ont.; Lethbridge, Alta.; London, Ont.; Montreal, P. Q.; North Battleford, Sask.
Ottawa, Ont.; Regina, Sask.; Saskatoon, Sask.; St. John, N. B.; Weyburn, Sask.; Winnipeg, Man.; Yorkton, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

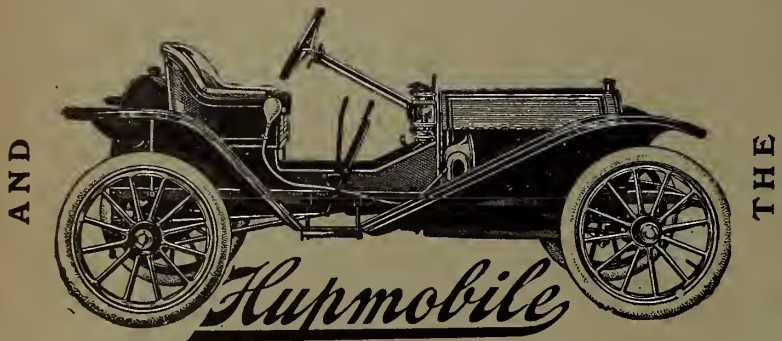
CHICAGO

(INCORPORATED)

U S A



THE MIGHTY REO



AND

THE

Visit us during Auto Show week, February 13-18.
Make your headquarters with us and see the best
display of cars ever shown in the West.

Joseph Maw & Company, Ltd., Winnipeg

CENTRAL INSURANCE CO. OF CANADA
BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital, **\$365,000.00**
Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE
All classes of desirable risks
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**PURE-BRED REGISTERED
LIVE STOCK INSURANCE**
Protection against loss from accident
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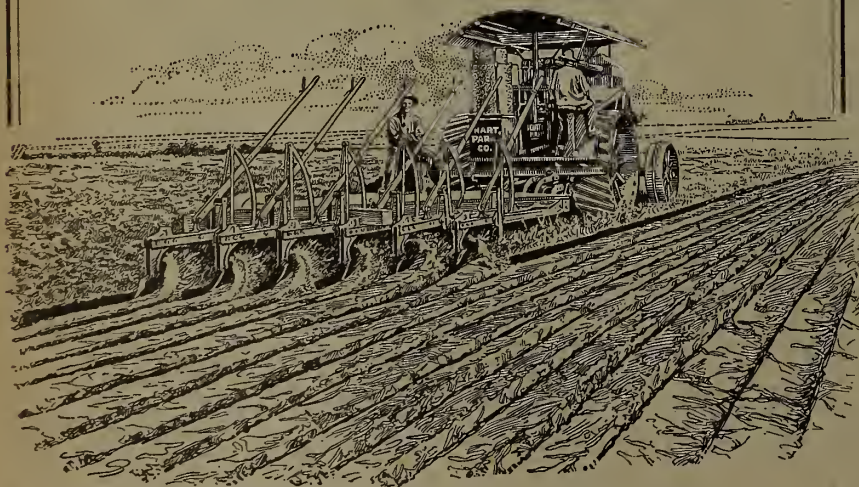
Full information on application to any
Local Agent, or
The Head Office of either Company.
INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN
INSURANCE CO.
EDMONTON

THE SASKATCHEWAN
INSURANCE CO.
CANADA
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The Modern Farm Horse IS THE HART-PARR GAS TRACTOR

Over 300 now in Western Canada.



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding,
harvesting, threshing, hauling, etc.

Uses Kerosene costing only 11c. nett per gallon, f.o.b. Winnipeg.

A good proposition for Live Implement Dealers.

HART-PARR CO.

PORTAGE LA PRAIRIE, MAN.

FROM THE STANDPOINT OF THE FARMER FROM THE STANDPOINT OF THE DEALER The Four Maple Leaf Brands of Binder Twine

OFFER SPECIAL VALUE IN FOUR LENGTHS

GILT EDGE650 ft. per lb.....	Pure Manila
GOLD LEAF600 ft. per lb.....	Manila
SILVER LEAF550 ft. per lb.....	Standard Manila
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Adapted for binders of all makes and
conditions.

The fibres we use are the longest,
strongest and cleanest obtainable.

Our machinery is the most modern.

Our operators are experienced.

Our factory is under expert supervision
and the most perfect manufacturing
system.

ALL COMBINE TO MAKE

Our Four Brands of Binder Twine the
best on the market.

Do not be persuaded that other Twines
are just as good.

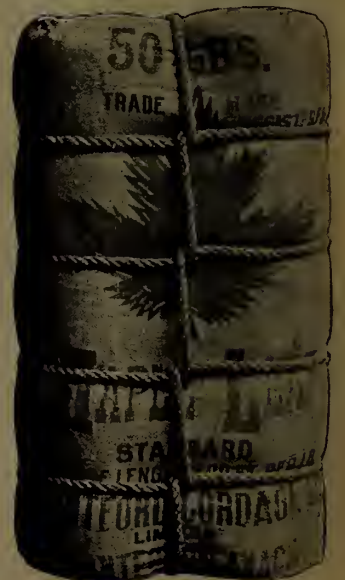
Product of Canadian Capital and
Industry.

Every ball guaranteed.

We are an entirely independent Com-
pany, not connected in any way what-
ever with any Trust or Combination.

Write at once for our agency. We
have helpful supplies of advertising
matter, order books, samples, etc.

Ask for our Hayfork and Sling Rope
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Specially treated and guaranteed
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The Brantford Cordage Co., Ltd.

BRANTFORD, ONT.

Western Office: 289 Simcoe Street, Winnipeg, Man.

CANADIAN FARM IMPLEMENTS

VOL. VII., No. 2

WINNIPEG, CANADA, FEBRUARY, 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 cents



Union Bank Building, Winnipeg.

UNION BANK OF CANADA

Established 1865

HEAD OFFICE—QUEBEC

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REST AND UNDIVIDED PROFITS - - - \$2,697,000
TOTAL ASSETS (OVER) - - - \$47,000,000

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The Bank has Agents and Correspondents in all cities of importance throughout Canada, the United States, the United Kingdom, the Continent of Europe, and the British Colonies.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.

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BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

Correspondence invited.

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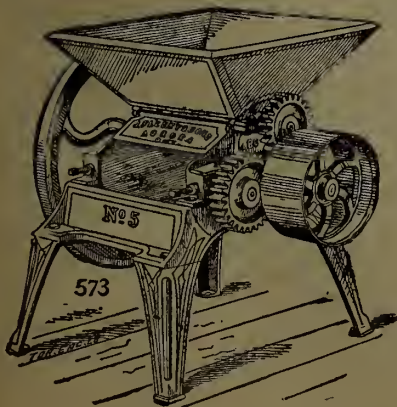
NOTICE—Watson's All-Steel Channel Steel Harrows. DIFFERENT in CONSTRUCTION from OTHERS. More Channel Steel. Every tooth on line of draught. These Harrows will not "creep."

WATSON'S BOSS STEEL HARROWS

Are the perfection of design and strength. The tooth bars are made of angle steel and the braces of channel steel. The teeth are fastened by a simple device and cannot become loose. This harrow when knocked down occupies very little space and weighs a little less than the wood harrow. Four-horse size supplied with 149 teeth, covers 24 feet.

John Watson Mfg. Co.

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Roller Grain Crushers.

Two Roller and Three Roller Machines in different sizes.

Crush all grain for horses—improve the horses' condition, and save money.

FAMOUS

"Rapid-Easy" Grinders

Do more work with same power than others!

Largest line made in Canada and in sizes to suit all powers.

Thousands upon Thousands sold in Canada, and are selling more largely today than ever before.

QUALITY COUNTS.

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WINNIPEG REGINA CALGARY EDMONTON LETHBRIDGE

J. FLEURY'S SONS, Aurora, Ontario, Canada.



Now is the time to order WOOD and IRON pumps as our stock is complete.

Call during Bonspiel and see the latest models of MELOTTE machines. We have also a limited number of second-hand machines at greatly reduced prices, they are thoroughly tested and overhauled and will do the work as well as a new machine.

Melotte Cream Separator Co.,

312 Ross Avenue, WINNIPEG.

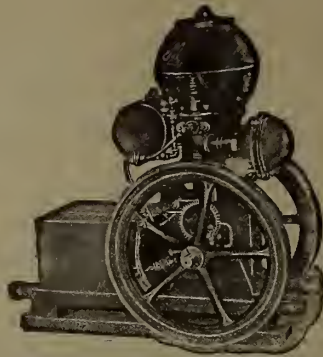
Secure the
Agency for the

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LINE FOR 1911

A more complete and better line than
ever before.

We manufacture the largest
and most complete line of
Wood and Iron Pumps in
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and double acting, force and
lift. Write us to-day for
special discounts on pump
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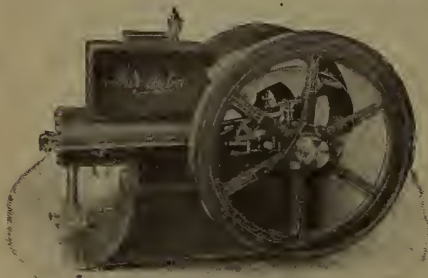


4 and 7 h.p. Vertical Hopper-Cooled.)

"Manitoba" Windmills are
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Strongest and Best Windmills
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buy direct from the factory,
saving heavy freight and
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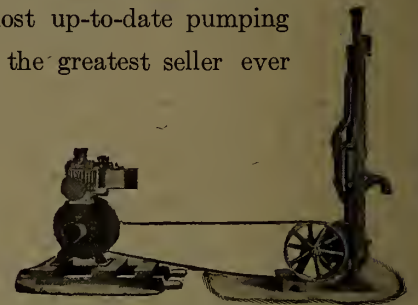
Made in the West for the West. All sizes
—Power and pumping



5, 7 and 10 h.p. Hopper Cooled.

We manufacture a complete
line of Gasoline Engines from
1½ to 25 h.p., both hori-
zontal and vertical, stationary and portable.
All engines hopper cooled and specially designed
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The new 1½ h.p. air cooled Manitoba Pumping
Engine, the latest and most up-to-date pumping
engine on the market, the greatest seller ever
offered to the trade.



1½ h.p. Air Cooled Pumping Engine.

The Complete "Manitoba" Line is manufactured in our Factory in the West.

THE MANITOBA WINDMILL AND PUMP CO., LTD.

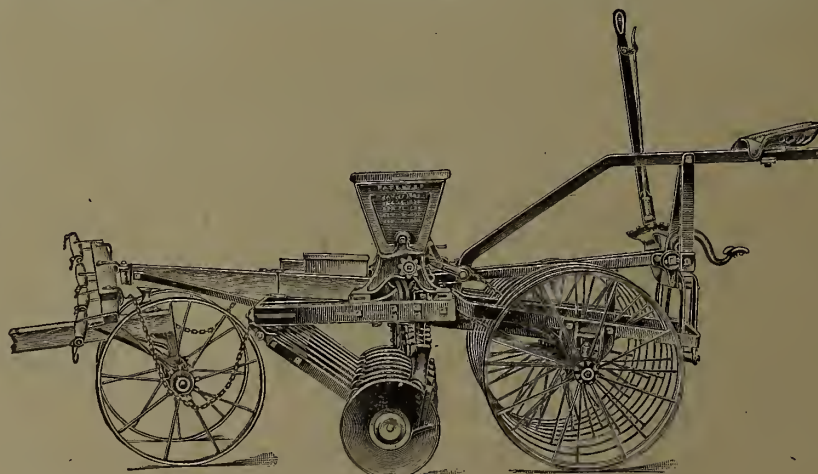
BOX 301, BRANDON, MAN.

HOOSIER PRESS DRILLS

ALWAYS ENSURE GOOD CROPS

Hoosier Press Drills
conserve the moisture
in the soil, because they
pack the earth over the
seed when it is sown.
Thus users of this Drill
are more certain of a
good crop.

GRAIN DRILLS
IN ALL STYLES
AND SIZES



The Press Wheels of the
Hoosier leave furrows
which will receive any
moisture that may fall,
and catch the dust,
forming a conserving
dust Blanket.

SINGLE DISK
DOUBLE DISK
AND SHOE

CALL AND SEE US DURING BONSPIEL

THE AMERICAN SEEDING MACHINE CO.

(INCORPORATED)

Corner King and James Sts., WINNIPEG.

Reasons Why Sawyer-Massey Engines and Separators Sell Well

For the same reasons that Sawyer-Massey Machinery is profitable to the Thresherman and Farmer, it is profitable to the Agent.

1st - - Because it is known throughout the length and breadth of the land to be handled with minimum repair bills. Some of our customers have been able to show us a season's work without the expenditure of anything other than for oils and fuel.

2nd - - Because when repairs are actually needed Sawyer-Massey agencies are the best equipped throughout the country for supplying these. Winnipeg carries a heavy stock and all the leading points throughout the West are equipped with warehouses with varied supplies to meet immediate needs.

3rd - - Because Sawyer-Massey Plowing and Threshing Engines are known everywhere to fire quickly and run with a minimum of fuel and water.

4th - - Because these engines possess all desirable conveniences and are of such weight and balance as to perform their work with facility and to get over soft ground with little danger of becoming stalled.

5th - - Because in addition to possessing all these desirable features, they so readily comply with the 1911 Inspection Acts of both Alberta and Saskatchewan, placing them at the head of the list as regards their rated power.

6th - - Because their "Great West" Separator is built in a sufficient number of sizes to fill the requirements of every farmer in the West, no matter how small or how large is his output, threshing the grain rapidly and in a thoroughly clean manner, ready for market.

7th - - Because their Road Graders are the latest, strongest and most approved style of steel reversible, enabling them to shape up the roads and dig ditches by either horse, steam, gas or oil traction power.

If there is not already a Sawyer-Massey representative in your district, write us at once for terms, prices and particulars of an agency.

Yours truly,

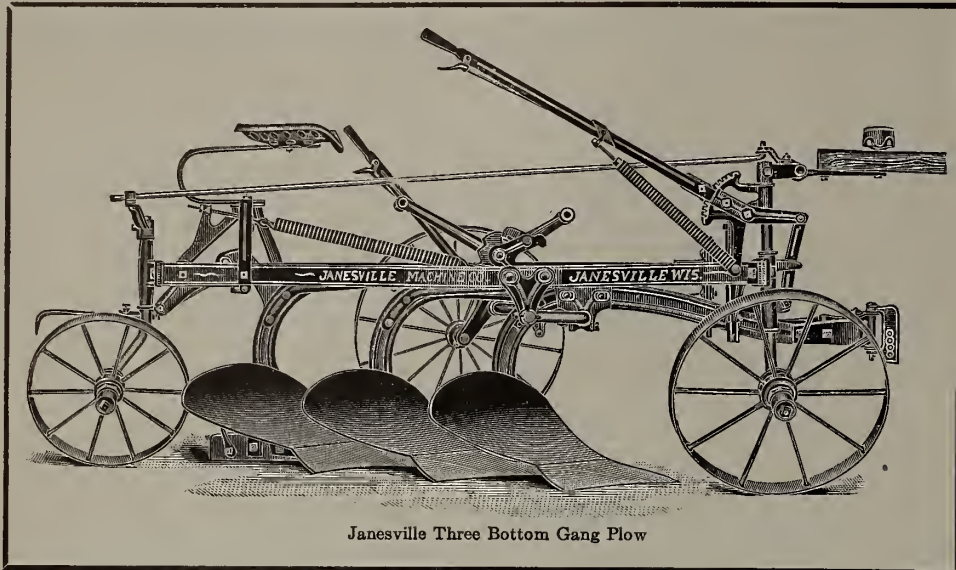
Sawyer-Massey Co. Ltd.,

The Largest Engine and Thresher Works in Canada

Hamilton

Winnipeg

Three Bottom Gang Plows



Janesville Three Bottom Gang Plow

Are coming into use along with the demand for larger sized farm tools of all kinds.

The Janesville is one of the most practically built Three Bottom Gangs now in general use. The horses pull the bottoms out of the ground, as well as pull them into it. This is a very important point, especially on a gang plow.

Naturally the first thing inquired about is the draft of a plow of this size, and how much horse power is required to handle it. Our tests all show that in ordinary use five horses can very easily

pull the plow; of course the condition of the soil and the depth plowed have everything to do with the draft. Drop us a line and let us send you our Plow Booklet which tells you all about our plows of all kinds.

Made by THE JANESVILLE MACHINE CO., Janesville, Wis.

See these Famous Plows during Bonspiel.

CANADIAN SALES AGENTS: AMERICAN SEEDING MACHINE CO.,
(INCORPORATED)

King and James Sts.
WINNIPEG

THE TOWNSLEY SYSTEM OF Copper Cable Lightning Arresters

TO IMPLEMENT DEALERS



"OUR THUNDER STORM"

We invite you to call at our office while in the city to do your Spring buying and take in the Bonspiel.

You have heard a great deal of the TOWNSLEY SYSTEM of Copper Cable LIGHTNING ARRESTERS, which is **The Best** and **Only** system having the endorsement of the Provincial Fire Commissioner, and which is recognized by the Farmers' Mutual Insurance Companies to be absolute protection to buildings against lightning.

The object of your Implement Dealers' Convention is to discuss business matters, to become stronger as a body, and to work together for the good of the trade; and we can assist you to better your conditions by handling our line. There is a great demand being created for the Townsley System of Lightning Arresters, and we wish to share profits with you, if you will take hold of our proposition, which has been proved a success by hundreds of dealers who are handling the Townsley System in the Western Provinces.

If you do not want to handle our goods and share our profits, do not blame us for appointing others than implement dealers as agents. We always give the dealer the first chance.

Our goods are manufactured in Winnipeg and we shall be greatly pleased to have you call at any time and see a wonderful demonstration of Lightning with our large Electrical Machine. We trust that you will not put this matter off but look into it immediately and either call at our office and factory, or write us immediately for full particulars about the Townsley System of Protection.

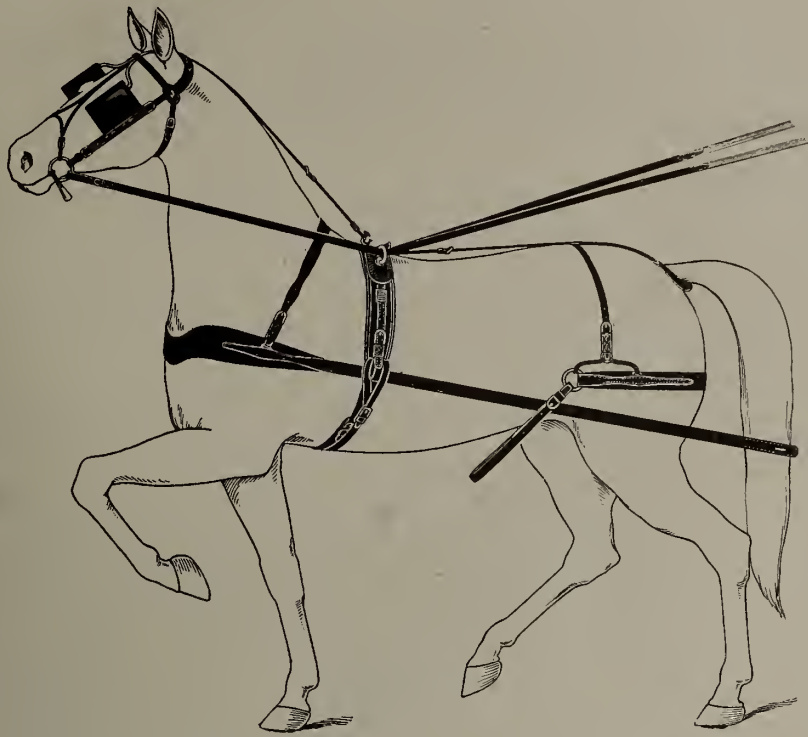
It is the Business Man who gets the Business

Canadian Lightning Arrester and Electric Co. Ltd.

O. W. TOWNSLEY, Manager

199 MAIN STREET

WINNIPEG



Harness and Carriage Dealers

AND

Visitors at the

BONSPIEL

You will find our display of Harness,
Harness Goods and Carriages at

166 PRINCESS ST.

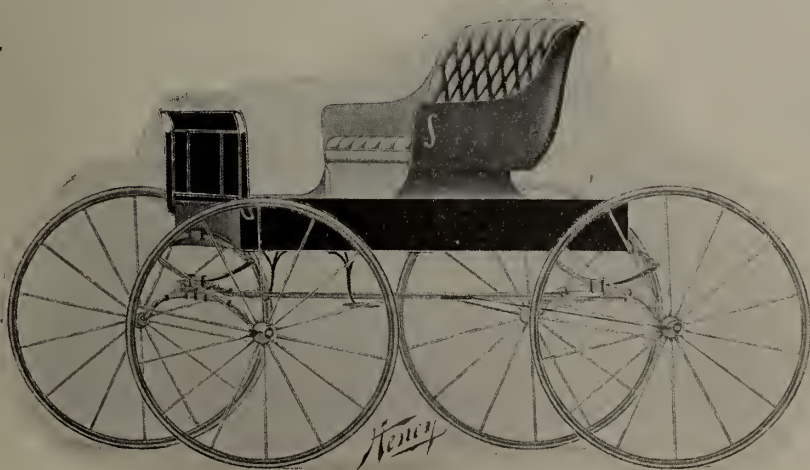
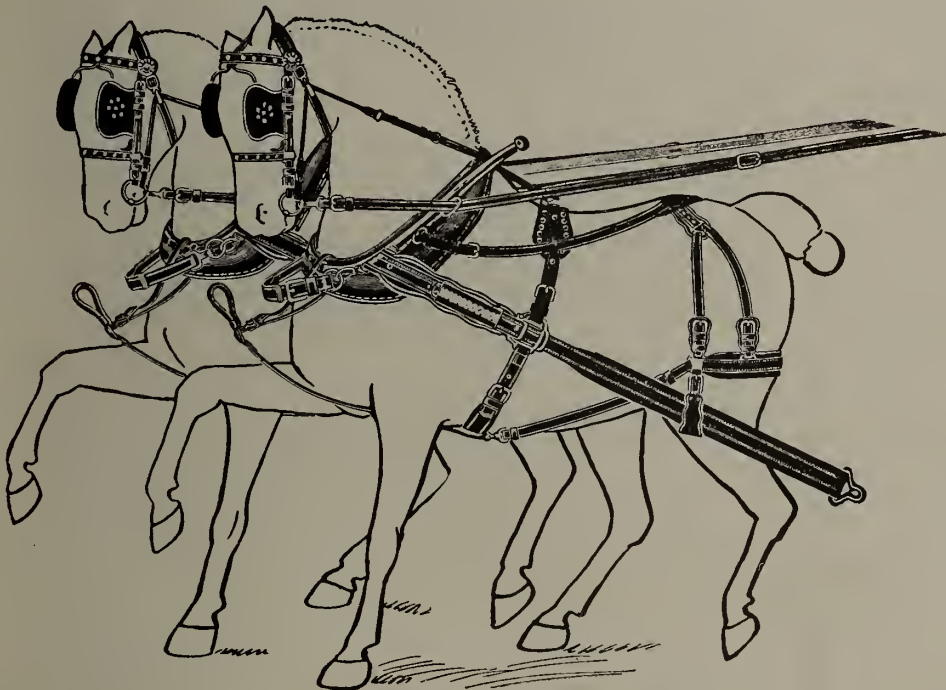
(COR. PRINCESS AND ELGIN AVE.)

to be of interest, as we show the largest
range of these goods to be found in Canada,
and we will esteem it a privilege to have
an opportunity of showing you through our
stock, and of quoting you prices.

Thanking you in anticipation of a visit
during Bonspiel week.

We are,

Yours truly,



Heney Carriage and Harness Co., Ltd.

MONTREAL, P.Q. and WINNIPEG, CAN.

The Men Who Buy From You Know The Good - Qualities of This Popular Farm Machinery -

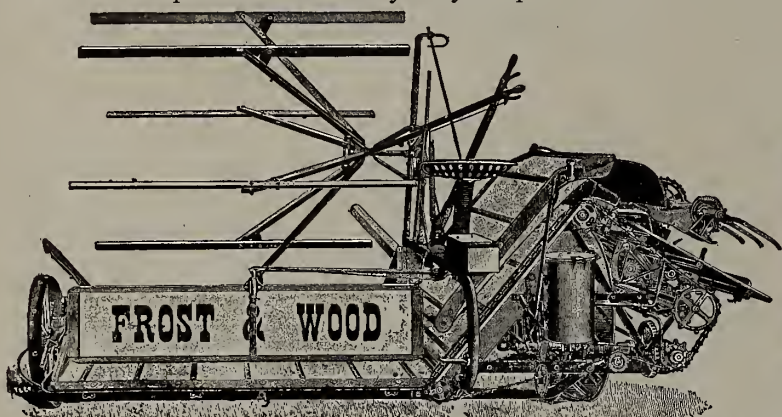
— AND —

The Frost & Wood Line Has Proved Its Merit Through Many Years of Tests in Western Canada

We carry a full line of Frost & Wood products. Send NOW for complete catalogue. Communicate with us respecting an agency for these goods in your district. A contract with us for the Frost & Wood line gives you control in your territory of the best Haying, Harvesting and Cultivating Machinery built in Canada. Write to us about this to-day.

FROST & WOOD BINDERS

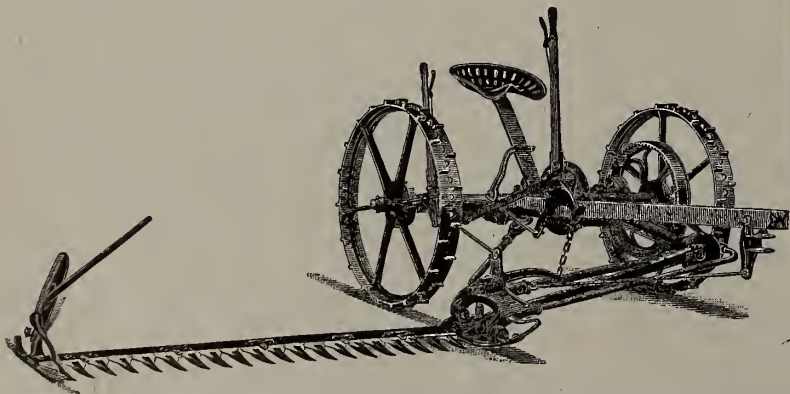
Frost & Wood Binders are built in 6 ft., 7 ft. and 8 ft. widths. They have been used in Western crops for a great many years and have proven by their work in the field that they are capable of cutting and tying the lightest or the heaviest crops into which they may be put to work.



These Binders have the reputation of being the lightest draft machines on the market. That feature, together with a strong and rigid construction, correct design and the best of materials insures satisfaction to your customers. Let us send you copies of the opinions of some of Western Canada's best farmers who have used Frost & Wood Binders for years.

FROST & WOOD MOWERS

Frost & Wood Mowers are built in a variety of sizes 4½ ft., 5 ft., Standard, 5 ft., Giant and 6 ft. cut. They are all built on the Internal Gear Principle—by that we mean that the Main Drive Gear Wheel on the Axle folds over and travels in the same direction as the Small Pinion which



drives the Crank Shaft. The advantage of this arrangement of gears lies in the fact that there is absolutely no lost motion between the Drive Wheel and the Knife. You can drop the Bar anywhere, start the team and the Knives will begin cutting—no "flying start" needed.

Secure these popular lines for your territory. Write us to-day.

[Sole Selling Agents for Frost & Wood Machinery in Western Canada

COCKSHUTT FLOW COMPANY LIMITED **WINNIPEG**

BRANDON

REGINA

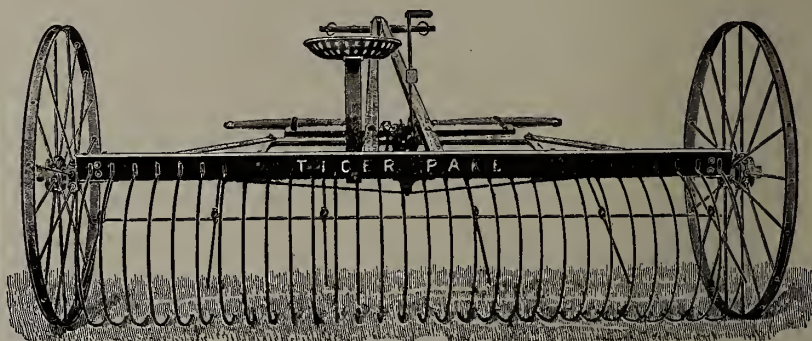
SASKATOON

CALGARY

EDMONTON

FROST & WOOD RAKES AND HAYLOADERS

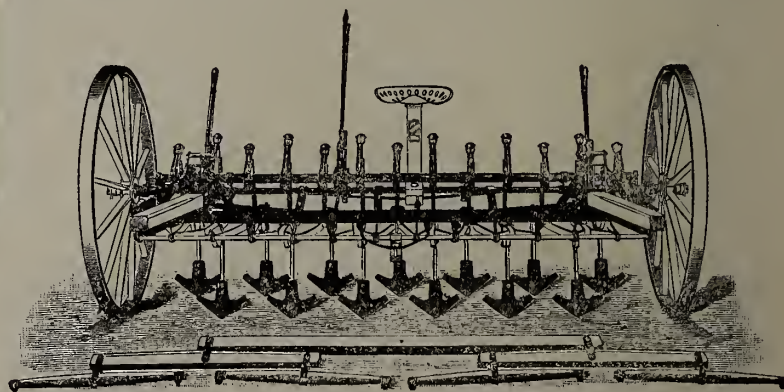
The Hay Loaders, Side Delivery and Sulky Rakes controlled by us have been harvesting the hay crops on the farms of Canada's best and most prosperous farmers for many years. Investigate this line closely and you will



find that it will not be hard to convince your customers that the use of these machines would save them a great deal of hard labor and at the same time permit of the saving of their hay in unsettled weather.

FROST & WOOD CULTIVATORS

For a line of Seeding and Cultivating Machines you cannot find anything better than what we have to offer. "Champion" Disc Drills, Disc Harrows, Spring Tooth Cultivators and "Climax" Stiff Tooth Cultivators have earned an enviable reputation for satisfactory work. The illus-



tration shows the "Climax" cultivator equipped for thistle cutting. The Agricultural Colleges and Experimental Stations of Canada have proclaimed this Implement as being the best weed destroyer in the market. Let us tell you more about it.

This Perfect Grain Cleaner Has Well Earned its Name, The Wonder

The Wonder is a big seller in Western Canada because it so perfectly does the work it was designed for. Let any practical man compare the "Wonder" with other makes—see it in operation—consider its adjustments and equipment, and no argument from us will be needed to convince him the "Wonder" is markedly superior.

Fifteen sieves are used in it, all zinc. Oscillating Feed Pan. Adjustable Shake on Upper and Lower Shoes.

The gang of **Five Zinc Screens** used in the upper shoe for wheat (the top sieve covered with oil cloth) makes it practically impossible for oats to pass through with the wheat. This covering makes the oat grains lie flat, and they **cannot do otherwise** than fall out at the back of the mill as screenings. Any possible "misses" are provided for in the screens the grain passes through later.

The special construction of the sieves is carried out with the object always in view of retaining the **flat** position of the wild oats so they will not go through the round sieve holes with the wheat. This end has been perfectly attained and the operation of the sieves is **invariable**.

Mills are made in two sizes: No. 2, screens 32 in. wide; No. 1, screens 24 in. wide. We recommend the large size mill (No. 2), as its capacity is much larger, and it is quite easy to handle. Either can be furnished with a strong, practicable bagger of large capacity.

Note—this extra equipment of the "Wonder" is distinct from all other makes — A gang of four upper shoe zinc barley screens is included (no extras).

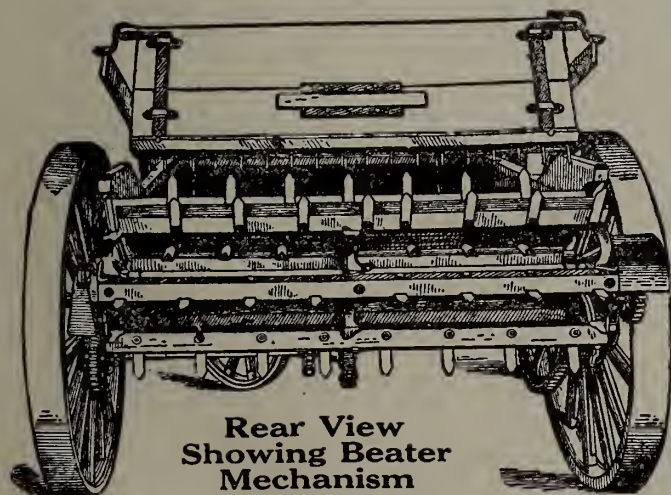
Write to us for printed matter telling all about the "Wonder." Learn all details about this quick and perfect acting cleaner. If you want to sell the best grain cleaner sold in Western Canada—the most popular because the most perfect—you must sell the "Wonder."



The Kemp Manure Spreader

Is Simple--Strong--Durable

It is Practical--It Does the Work--It Definitely Increases the Yield per Acre



These are the facts about the Kemp Manure Spreader that farmers like. It is not a fancy machine, but it is very simple, strongly made, it lasts long—it is a practical, workable, dependable spreader, always "on the job" and it does increase the yield per acre.

The Kemp Manure Spreader on farms 10 years old and up will prove itself a real money-producer. It is an investment that will bring sure returns.

The Kemp is a great worker. It can be loaded up and given lots to do. It won't fail.

One of its best features is its flat teeth. They handle any kind of material. They are self sharpening and reversible—can be turned round when bent or worn by long usage.

Teeth are bolted to staves—not driven in as in other spreaders. We invite dealers to thoroughly familiarize themselves with the strong, well-working beater mechanism of the Kemp. We fully believe that this one feature is enough to cause farmers to buy the Kemp in preference to any other make.

Sound workmanship and high-grade materials go into the frame of the Kemp—a frame that is specially solid, well-braced and durable.

We have a book that tells more about the Kemp Spreader. Send for it. This spreader without question pays for itself with big returns in increased crop—takes only half the quantity of manure used by hand spreading.

The Kemp is a splendid seller. It justifies all a Dealer can say about it. It thoroughly satisfies every buyer.

Be a Cockshutt Dealer. Sell the Cockshutt line. It pays.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

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REGINA

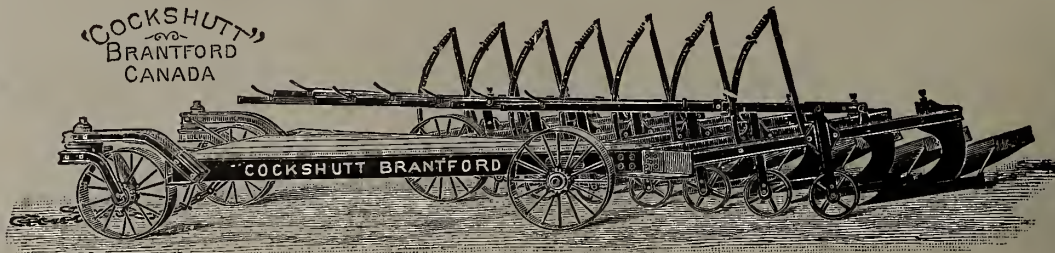
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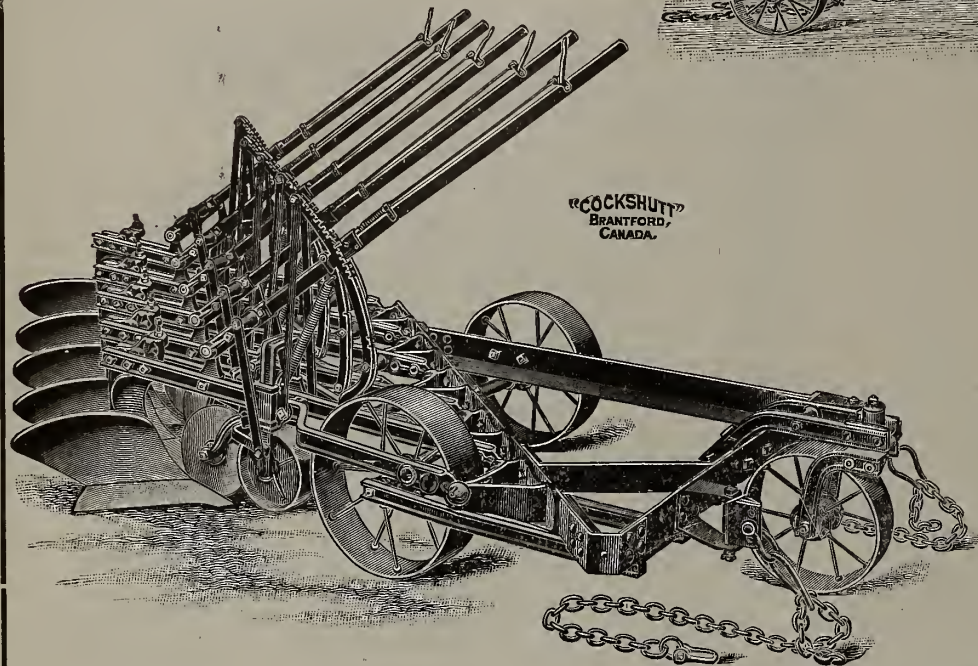
EDMONTON

Sell The Original, Successful Cockshutt Engine Gang

Five Furrow Engine Gang for Gasoline Tractors. Equipped with stubble bottoms and swivel rolling colters, (wood platform detached to show construction).



Seven Furrow Engine Gang. Equipped with breaker bottoms, fin cutters. Also made in 6, 8, 10, and 12 furrow sizes.



It is easier and more satisfactory to sell the tried, proved, successful Cockshutt Engine Gang than mere imitations of it. The farmer interested in buying an Engine Gang is sure to know some other man who operates a Cockshutt. In that case, he knows how simple, practical, and durable it is. Built on original lines, it was possible to combine strength, simplicity and every necessary feature for thorough success under all conditions. Your customer does not want to experiment when buying a gang. Don't experiment yourself.

The Cockshutt Engine Gang has Satisfied over 800 Operators

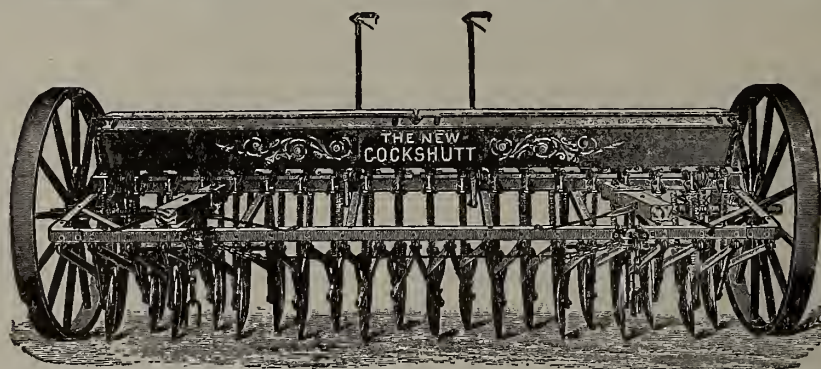
SELL THE ORIGINAL
DEPENDABLE COCKSHUTT

Cockshutt Single Disc Drill

Has Distinctive Special Features Highly Valued by Farmers

14, 16, 18,
20 and 22 Shoes

Single Disc,
Double Disc or
Drag Shoes
(interchangeable)



A Perfect
Seeder in
Wet or
Sticky Soils

Its "I" Beam construction, used first in the Cockshutt Drill, gives great strength. Carries all the strain of the pressure levers. Never permits machine to sag at centre. Inform yourself thoroughly about what this "I" Beam construction means in extra strength, lighter draft, longer life and accurate seeding.

The "I" Beam runs the whole length of machine, and pressure bar castings and self-aligning axle bearings are strongly riveted to it.

This, in conjunction with the high-carbon steel frame, ensures great solidity and strength. No bolts hold frame together. It is all hot-riveted, making practically one solid piece which cannot shake loose or sag.

Cockshutt Drill axles are made of cold rolled steel shafting—always uniform in size. Our drill has more zig-zag to the discs. It will clear and go right through without clogging.

Seed box is made of choice seasoned lumber fitted perfectly at all joints.

Cover is made in two parts. It locks, open and shut automatically. The metal bridges between feed cups prevent grain from clogging so that the last seed is sown out of grain box at same rate per acre as when box is full. Grain flows down the closed boot right into bottom of furrow. Always sown at uniform depth.

Discs won't stop revolving because of mud or trash clogging, as all truck falls away in space between grain boots and discs which gradually widens from bottom to top.

Scrapers clean each side of discs so that discs revolve and cut in wet or sticky soil.

The feed on the Cockshutt Drill is a positive force feed of great accuracy and is driven by a short steel chain from the axle.

Our self-oiling device keeps disc bearings in good condition a whole season with one filling. A special compression grease cup for filling the disc oil-chamber goes with every machine.

Axle bearings are furnished with steel compression grease cups.

Be a Cockshutt Dealer. Sell the Strong, Leading Cockshutt Line. It pays.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

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CURLING—KING OF CANADA'S WINTER SPORTS

BY J. P. Robertson.

J. P. Robertson has been secretary-treasurer of the Manitoba Curling Association since its organization some twenty-two years ago, and probably is one of the best-posted men on the ancient game and its history to-day. The following article from his pen will be read with interest by the numerous implement dealers who are lovers of the game, and never miss a chance of attending the big Winnipeg Bonspiel.

The advent of winter has once more brought out curlers, not only in Winnipeg, but throughout the entire country, to enjoy that fascinating pastime, which exercises an attraction away and beyond all other amateur sports. Curling, under the auspices of the Manitoba Curling Association, has spread from a small beginning in 1888, until it has now embraced the whole of Western Canada and adjoining portions of the United States.

The association at its inception had only some seven clubs and less than three hundred members. The organization to-day has some one hundred and twenty-five clubs, with an aggregate membership of nearly five thousand. A better idea of the growth in the popularity of the game may be gleaned from the fact that from the parent stem in Winnipeg there have grown no less than four branches—the North-Western Curling Association in the United States, with 15 clubs; Saskatchewan Association, with 12 clubs; and one in British Columbia with 10 clubs. It is a pretty safe prediction to say that ere another decade has passed there will be six hundred clubs in the West with twenty thousand members.

Curling has a wonderful fascination for all classes of the community. It has grown from being in early ages a purely Scottish sport to one of the most cosmopolitan games in America. Old and young, rich and poor, and men of various nationalities all meet on the ice in the most fraternal spirit. It is truly a democratic game, levels all distinctions, and inculcates a most cordial feeling. It has physical qualities, too, that commend it to players. It develops the

muscles, steadies the nerves, increases the power of vision, and brings into action every portion of the physical system. It further so absorbs the attention of players as to drive off all worry of business or mental anxiety. It is, besides, a gentleman's game, and free from the vices incident to many other sports. The social amenities of the ice are proverbial, and morally there is no more elevating pastime than curling.

A retrospect of curling for the past year might not be amiss in a review of this popular pastime. The game has made rapid strides in Winnipeg, and there are now six clubs in the city, with an aggregate of nearly one thousand members. At outside points, too magnificent buildings are being erected to accommodate curlers; joint stock companies are being formed, that indicate a bright outlook for the future of the game. Already the amount invested in buildings, furnishings and stones is something enormous. The Porte-Markle competition has done much to promote inter-club play in Winnipeg. The O'Grady Challenge Cup, as intended, is bearing fruit in promoting wholesome rivalry among all clubs of the association.

The Annual Bonspiel at Winnipeg is, however, the great centre of curling in the West, and to this Mecca of the game competitors come from all points of Canada and the neighboring Republic. Last year proved no exception to the rule, and brought out a larger attendance than at any previous bonspiel. There was a splendid programme and keen competition. A very unique situation arose from the fact that one rink, the Cassidy rink, of the Thistle Club, Winnipeg, made an unparalleled record. It captured three cups in the open events, assisted in the capture of the Tucket Cup for its club, and took the Governor-General's cup for the grand aggregate, and the skip won first place in the grand point competition. The other cups and prizes were fairly well scattered. The reception to visiting curlers was a grand success, and both the city council and

citizens spared no effort in their hospitality to strangers.

The Royal Caledonian Curling Club had a very successful meeting at Carsebreck, Scotland, last winter. Nearly one thousand rinks came from all parts of Scotland to this renowned centre, and players were delighted at the opportunity of curling on natural ice, for there had not been such a heavy frost in Scotland for many years, and it has been found necessary to play most of the great matches on artificial ice at Crossmyloof, Glasgow. The ice, so early as November, created considerable excitement, and no time was lost in preparing for the huge gathering at Carsebreck.

Another feature of the past year was the preparation of a memorial, in which the Maritime, Quebec, Ontario and our own association joined, extending an invitation to the Royal Club at Edinburgh to send out another Scottish team to Canada in the winter of 1912. A hope is expressed that this invitation will be accepted, for nothing tends more to keep up an interest in the game, and, besides, it helps to promote that Imperial fellowship which every British citizen so keenly desires, and which it is to be hoped may soon end in the Imperial unity of the Empire.

There have been some incidents during the past year that have cast a gloom over members of the curling fraternity. The death of Lieutenant-Governor Fraser at Halifax, who had just the year before captained the Canadian team in its tour of Scotland, was severely felt by all curlers throughout Canada, but by none so intensely as the members of the team, who warmly appreciated the services rendered by him upon that memorable trip. The death of Lieutenant-Colonel Stevenson at Montreal was another severe blow to the curling fraternity, of which he was a prominent member. He took charge of the Scottish curling team when they visited Canada, and proved a princely host. His memory is revered for his many patriotic virtues upon both sides of the Atlantic.

There is nothing to add except

to remind readers of the twenty-third Annual Bonspiel, which has been fixed for February 8 next. No effort is being spared by the council of the Manitoba Curling Association to make this even a greater success than any of its predecessors. A good programme, attractive prize list, and a cordial welcome on the part of the citizens of Winnipeg should be sufficient to attract a large attendance at the next bonspiel.

Meeting of Manitoba Good Roads Association.

A meeting of the Manitoba Good Roads Association was held in the Winnipeg City Hall, January 24th, Reeve Henderson, of Kildonan, chairman of the Association, occupying the chair.

Letters regarding the use of split log drags for keeping the roads in order, received from various points in the province, were read, and in every instance they spoke very highly of the good work that could be done by the use of a split log drag. In the case of the rural municipality of Springfield, the council thought so highly of its capability that they had purchased eight more for use during the present year.

Communications from the Pacific Highway Association were also presented, asking for the co-operation of the Manitoba Association in the furtherance of the national highway from Winnipeg to Vancouver.

The regular business for which the meeting was called was then taken up. Chairman Henderson reported that the Union of Municipalities had practically failed to support the good roads movement, and the suggested by-law had been submitted to Deputy Minister E. M. Wood and would go before the legislature at its next sitting. The present meeting was called to consider any steps necessary before the legislature convened.

Reeve Mager of St. Vital submitted a scheme for the consideration of the Association, which was, in brief, as follows:—"That the work of road building be left to the provincial government and its engineers, and that the government be asked to construct roads radiating for a distance of 100 miles from the cities of Winnipeg and St. Boni-

face, and that the cost of construction should be covered by the issue of long-term bonds, payment of which should be guaranteed by charging it to different zones or districts, and the proportion being charged according to the distance from the centre of the good roads zone." This would leave Winnipeg and St. Boniface to take up about one-quarter of the bond issue jointly, the balance to be divided over the municipalities according to their distance from the centre. It was finally decided to present the by-law in its present condition to the legislature and see what the government was prepared to do with it.

The following committee was appointed to present the by-law:—Reeve Henderson, Controller Waugh and Reeve Haddow, Rosser.

An interesting talk was also given by Highway Commissioner McGillivray regarding his trip to the Indianapolis Good Roads Convention last December. According to Mr. McGillivray, the good roads movement in the States was far in advance of that in Canada, their ideas being along the lines of a higher grade of construction. In one state 20,000 miles of earth roads were kept up solely by the use of the split log drags, and the Pennsylvania Railroad had helped the movement by the free supply of split log drags at every one of its country stations, and also hauled gravel at a cost of 25 cents a yard to help along the good roads movement. The general feeling of the convention, however, was that it was necessary to have a bituminous binder for road surfaces, owing to the ever-growing use of the automobile for all purposes in the United States, and the need of the province was the fund necessary for building roads, and it would eventually be up to the people to provide it.

Street Commissioner Tallman

suggested that an invitation be given to J. Hill to attend the next meeting and address them on prison labor in road making.

The Other Side of the Question.

Former President Folwell, of the Minnesota University, in addressing the 62nd Annual Convention of the American Association for the advancement of Science at Minneapolis in December, 1910, came out very strongly in opposition to the "Back to the Land" movement which has been so strongly advocated of late all over this continent. He said in part:

"The United States Commissioner of Agriculture is reported to have said that the young people of the country should stay on the farms, where they belong. It is notorious that great numbers of them are constantly drifting to cities. The loneliness of country life occurs at the first glance. This has increased since the factory system emptied the country of rural artisans. The rural churches have been moved to the railway towns. There are left in the open country the farmers, owners, tenants and their families. Farm hands have become birds of passage.

"The work of the farm is not attractive. Farm labor is hard and must be performed in all extremes of weather. There are few or no fine processes calling for decisive action and manual skill. Main strength and stupidity suffice for most of the operations. Not a little farm work is inevitably filthy and repulsive and must be performed in a garb no person within the sound of my voice would stoop to wear. As a matter of fact, farming is not a paying business. In a good year the average north-western farmer cultivating a quarter section, cannot expect an output of more

than \$1,500. The average farm value of Minnesota crops, as shown by the twelfth census, was \$1,449. If \$500 be allowed for farm expenses and \$400 for interest, there remains \$600, which is \$2 a day, for labor, superintendence and risk. But good years do not frequently appear. Drought, flood, frost, hail, tornadoes and animal and vegetable pests are common. Prices fluctuate and are often discouragingly low.

The farmer is the last man in the economic row. After the middlemen have taken out their freights, insurances, storages, elevator charges, interest and profits the helpless farmer pockets the remainder for his crop. Up to date there is nothing in ordinary farming, considered as a business to attract men of education, ability and ambition.

"Recent immigrants and rural economics" was the subject of a paper by Alexander Cance of the Massachusetts State college, before the same section. His remarks in brief were: "The largest problem in rural economics is ultimately to secure the greatest possible product per man engaged in agriculture, rather than the greatest amount per farm or per acre. For this reason the character of rural immigration and the relation of the foreigner to the land is most significant to agriculture. Within recent years the stream of immigration is made up of Italians, Slavs, Russian Jews, and a few Orientals, and 50 communities of north and south Italians were investigated by the immigration authorities.

The foreigner is much more apt to co-operate than the native American farmer, and Italian strawberry growers direct from southern Italy, can teach the native American a great deal about selling products co-operatively and eliminating the middlemen. The southern European immigrants have proved good

pioneers, but to be successful they should be settled in homogenous groups with some capital and in localities where opportunity to supplement the farm income is afforded by other labor until a living can be made from the land."

An Invitation.

To all implement and vehicle dealers visiting the city of Winnipeg during Bonspiel week a cordial invitation is extended to attend the showroom of the International Harvester Company of America. You will find here courteous salesmen in charge, who will cheerfully give you any information you may desire relative to the I. H. C. line of machines and implements. The line includes gasoline engines, cream separators, hay presses, drills, tillage implements, feed grinders, manure spreaders, harvesting and haying machines, wagons and binder twine. A plentiful supply of catalogues and booklets is always kept on hand for those who want them. Why not make our showroom your headquarters while in the city? Have your mail sent to you in care of our office, and make use of our writing materials when you answer your correspondence. In other words, make yourself at home while with us.

This happened on a train not long ago. A man rushed in from the car behind, evidently in great agitation and said: "Has anybody in the car whisky? A woman in the car behind has fainted." Instantly dozens of flasks were produced. The man who had asked for it picked out the largest one, drew the cork, and put the bottle to his lips. With a long satisfied sigh, he handed it back and remarked: "That did me a lot of good. I needed it, for it always makes me feel queer to see a woman faint."

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

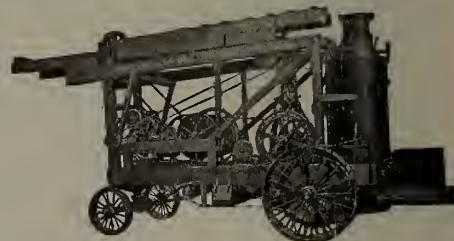
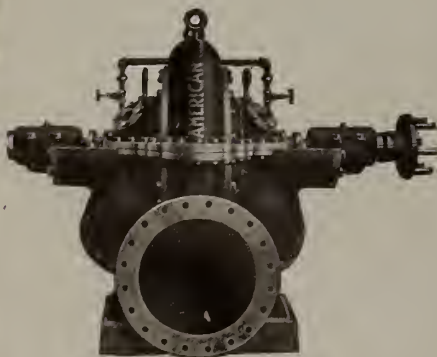
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



Saskatoon

Deep snow and hard frost are the two requisites which old-timers say are necessary to start a crop off just right. The conditions at present are ideal.

E. B. Gass, who has been in charge of the Soo Line Block for the I.H.Co., has been appointed assistant to the general agent for the same company at their Saskatoon branch. Mr. Gass has had an experience in all departments of the business, which especially fits him for this position.

H. W. Hutchinson, Western Canadian manager of the John Deere Plow Co., recently made a tour of their Western branches, spending several days in Saskatoon, where this company has recently completed one of the largest storage and transport warehouses west of Winnipeg.

Messrs. H. T. Hulme, R. R. Gasnell, E. A. Clark, Tom, Henry and Geo. W. Wright, block men and special salesmen for the I.H.Co., have just returned to their respective positions after a very instructive three weeks' trip to the company's different factories. Considerable time was spent at the gasoline engine plants, taking special short courses in engine operating. All report the best of satisfaction from the trip, and all remark about the exceptional care taken

in the inspection of all machines before shipment—each machine being tested as carefully as though the company's whole reputation depended upon that one.

We are pleased to learn that J. Adams, formerly assistant manager of the Cockshutt Plow Co. at Winnipeg, will be located here in charge of their branch. This company has just completed a large five-storey warehouse and office building from which to meet their customers' requirements. Mr. Adams has had a long experience in Western Canadian trade, and is an enterprising man, such as Saskatoon will be glad to welcome.

Jack OConnell, formerly with the Ontario Wind Engine and Pump Co., is now a strong advocate of Hart-Parr gasoline engines on the Goose Lake line.

For the benefit of their numerous customers the I.H.Co. put on a school of instruction in Saskatoon during the Bonspiel. This was largely attended, but owing to severe weather a great many were not able to be present. After spending a few days at this school a new operator is able to learn the field work much more readily.

H. Soldan, of Soldan & Co., Saskatoon, has found it necessary to take a trip East and South and get away from business for several months for the benefit of his health. Mr. Soldan

underwent a very severe operation for appendicitis and other complications. During his absence Mr. A. A. Rowat will be in charge of the business.

Messrs. J. Beaton, L. Calder and Geo. W. Wright, formerly special salesmen and collectors with the Saskatoon office of the I.H.Co., have been promoted to block positions with the North Battleford office, recently opened. J. A. Eckes has also been appointed credit clerk at North Battleford.

Some of the implement dealers attending the Saskatoon Bonspiel were A. H. Burke, Watrous; Conlin Searles, of the North-West Land Co., Rosetown; A. Nabseth, Rosetown; Rideout & Sheck, of Perdue and Tessier; Castle & Son, Bradwell; T. N. Bjorndahl, Watrous; L. La Freniere, Howell; T. L. Brown, Landis; E. Tuson, Kinley; and Robert Moore, Langham.

Among those who have recently engaged in the Implement business in northern and western Saskatchewan are:—Stewart & Kincaid and Richardson & Wigle, Alsask; M. G. Moffat, Basil; R. J. Sutherland, Birch Hills; Jno. Hoyle, Blucher; A. & R. Deutchman, Bounty; Burns & Stewart, Brock; Badger & Picketts, Coblenz; H. O. Mills and W. S. Spencer, Colonsay; Magill Bros., Conquest; McDermont & Brooks, Ermine; Saunders Bros.,

Grandora; Bruce Ronald, Fiske; Cook & Snider, Guernsey; Wilson & Conway, Harris; D. A. Anderson, Harwell; L. A. La Freniere, Howell; W. Montgomery, Imperial; R. J. Linklater, Keppel; R. M. Shields and Harry Grain, Kerr Robert; J. Hadland, Kinistino; E. Tuson, Kinley; T. L. Brown, Landis; J. L. Molitor and Winkler Bros., Luseland; Wm. Scott & Sons, Macklin; Anderson & Gordon, Mildren; C. Torgerson, Netherhill; Born & Grabinsky, Osler; A. Nabseth & Co., Plenty; Bride & Hievner, Salvador; R. Watts, Scott; W. J. Baker, Senlac; Davies & Ferguson, Shellbrook; S. C. Burke, Simpson; S. J. Martens, Warman; A. H. Burke, Watrous; Weaver & Arnold, Wilkie; Erickson Bros., Zelma.

Canadian Plows in England.

The following description of Canadian plows, sold largely in England, is furnished by U.S. Special Agent Dennis:—

The Canadian plow is having a large sale in Great Britain. I learn from the importer that sales have been larger than ever this season, and it would certainly seem that the Canadian manufacturer had established a good name and business in this country. The plow most sold is a walking double-furrow plow. The frame is of a heavy section

DON'T FAIL TO SEE

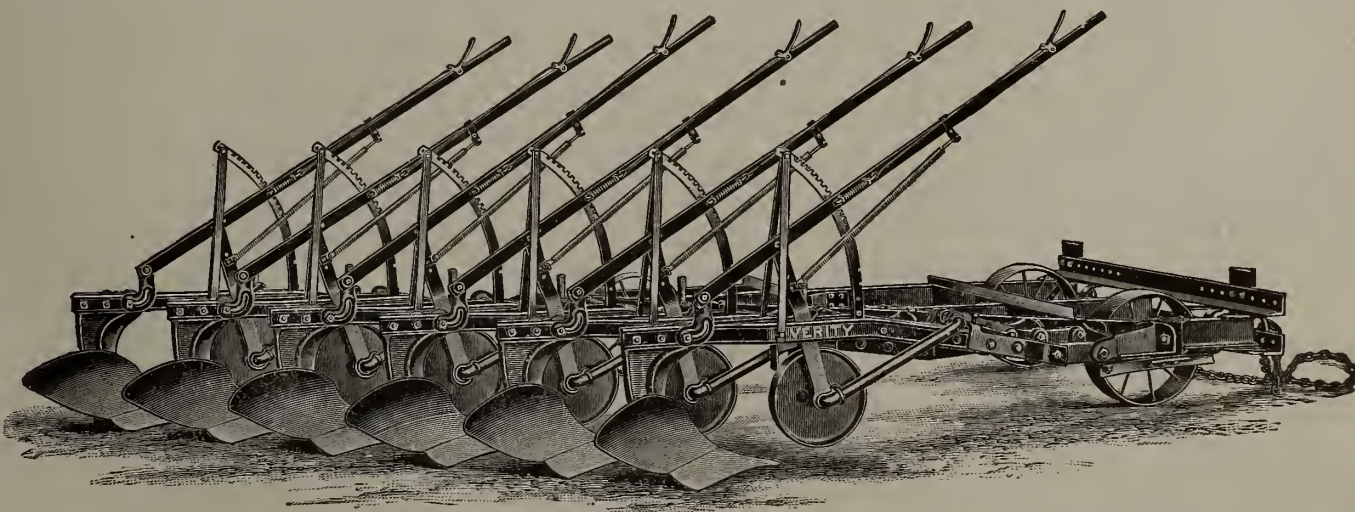
While in Winnipeg during Bonspiel

The Massey-Harris New Engine Gang

and Demonstration of the

Famous "Olds" Gasoline Engine

(We have obtained the Sole Agency for the "OLDS" in Canada)



The "MASSEY-HARRIS"—the only engine gang on the market with automatic self-levelling bottoms.

The "OLDS"—the Gasoline Engine holding the enviable reputation of leading in all markets where it is sold.

SHOWROOM ON THE MARKET SQUARE, WINNIPEG.

I beam, 2½ inches by 1 inch, castings all of malleable iron, and the whole plow very solidly bolted up. It is fitted with two levers, one to each wheel. To meet the ideas of the English farmer, the manufacturer has arranged to furnish long mold boards where required. The weight of the plow complete, with ordinary mold boards, is 385 pounds, while the larger mold boards add 35 pounds. It is claimed that the plow is adjustable to all kinds of work, for any widths from 7½ inches to 11 inches, and "works everywhere." Great stress is put on the fact of the best crucible steel being used, which is hardened until it is "as hard as glass," and which is basis for the claim that it is "the lightest draft plow in the world." The claim of light draft is supported by the published reports of trials which have taken place in different localities in England.

Plowing two furrows 9 inches wide and 6 inches deep, the Canadian plow pulled only 25 per cent. heavier than a single-furrow English plow in the same soil, and was from 25 per cent. to 50 per cent. lighter in draft than plows entered from some of the oldest and largest English makers.

One practical farmer writes:—"They do their work well, just breaking the furrow enough to

enable the harrow to make better work. I consider the treading of the horse in the furrows as most injurious, therefore in using double plows each other furrow is not treaded and the surface water will get away better." These plows are sold in England for £7 10s. (\$36.50), with knife coulters. A lighter plow of the same general class is quoted at £6 10s. (\$31.63). The same maker is also putting on the market here a riding plow, for which he has secured a customer in no less a personage than an ex-president of the Royal Agricultural Society. This three-wheeled, three-levered plow, complete with knife coulters and pole, sells at £10 10s. (\$51.10). Three-horse whippetrees, 15s. (\$3.65) extra.

Globe Grain Grader.

A company consisting of George Henry Smith, agent; Edward James Munday, farmer; James Connor, gentleman; Edward Bailey Fisher, barrister-at-law; Herbert Williams Adcock, broker, all of the city of Winnipeg, has been incorporated to be known as the Globe Grain Grader and Cleaner Co., Limited; capital \$200,000.

Some of us think we are investing when we are only speculating.

DAIRY INDUSTRY IN SASKATCHEWAN

The following review of progress in dairying for 1910 was compiled by W. A. Wilson, Superintendent of Dairying, Regina, Sask.:-

The dairy industry in the province of Saskatchewan has shown a material increase during 1910. Its development is largely due to the government's policy of centralizing the creamery work at the most promising points and not encouraging creameries where success is doubtful, thus permitting business being done on a paying basis.

The farmer who is not close to a creamery is provided for in having the express charges paid on his cream. He thus derives the full benefit accruing from the large output of butter at one point, and has every advantage of a creamery at his nearest railway station.

The northern portion of Saskatchewan appears destined to become a splendid mixed farming country. In 1909 there were six creameries under government supervision, which made 342,404 pounds of butter for the six months, or an average of 57,067 pounds each. In 1910 one new creamery was recommended by the dairy branch, and it was built by the farmers and taken over to be operated by the gov-

ernment. For the six months ended October 31, the make of butter in these seven creameries was approximately 462,000 pounds—an increase of 119,596 pounds, or about 35 per cent. The average per creamery was 66,000 pounds, or 9,000 better than the previous year, while the number of farmers supplying cream to the government creameries increased from 853 in 1909 to 1,162 in 1910.

The creamery at Birch Hills leads in point of make, having to its credit almost 119,000 pounds of butter and 209 patrons on its summer list. This creamery made 96,000 pounds the previous year, and in 1908, when it was opened, made 45,000 pounds from July 1 to October 31. As further evidence of what co-operative dairying means in money to the farmer, the records show that before the creamery was opened in 1908 dairy butter was worth 12½ cents in trade. From July 1 to the end of October the lowest price the government paid was 21½ cents, and the highest price 31½ cents per pound of butter fat. This was cash, and the payments were made twice a month. Altogether, approximately \$25,000 was paid to the farmers in the Birch Hills district for the products of the cow

Think This Over!

SHARPLES

Tubular Cream Separators

are actually the only modern cream separators, and the only one of their kind. That may seem a radical statement to you, but it is a fact, nevertheless. You need only write to us to prove it.

The explanation is simple:—Tubulars are later than and different from all others. Tubulars are built on the only known principle which overcomes the many serious faults which are common to all other separators. This principle is patented and is used exclusively by us.

So you see that Tubulars are not only The World's Best, but they stand alone, without any real competition. All other separators are still built on the old plan which Tubular construction put out of date ten years ago. Consequently, all other separators (peddlers' machines included) are in competition with each other and must divide among themselves the small portion of trade left them by Tubulars.

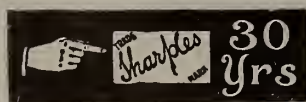
Tubular sales not only exceed most, if not all, others combined, but Tubulars probably replace more common separators than any one maker of such machines sells. Made by the oldest separator concern on this continent. The manufacture of Tubulars is one of Canada's leading industries.

That is why leading dealers, everywhere, handle Tubulars. Write us at once. You want your share of the great business, both direct and indirect, which the commanding superiority of Tubulars is bringing to dealers who handle them. Dealers only. Heavy advertising all the time.

The Sharples Separator Co.

Toronto, Ont.

Winnipeg, Man.



for the six summer months in 1910.

Melfort, about 40 miles east of Birch Hills, has been equally successful. The creamery was built in the spring of 1910, and opened on June 8. The output for four and a half months was 73,561 pounds. Judging from the appreciation and enthusiasm manifested by the farmers, this creamery will have a splendid showing next season.

Of the older creameries, Moosomin is easily the leader. The make of butter in this creamery advanced from 49,000 in 1909 to 82,000 pounds in 1910, an increase of over 32,000 pounds.

Moosomin, Melfort, Birch Hills and Langenburg creameries operate during the winter months. Last winter only two of these could obtain sufficient cream to warrant operating, but the farmers are gradually coming to see the advantage of winter dairying, when they have more time to give to the work and get a much better price for what they have to sell. There has always been a ready sale for the butter, and during recent years the demand has greatly increased. In addition to the government operated creameries there are five other creameries in the province, with an approximate output of 200,000 pounds during the summer months.

Since the organization of the dairy branch in 1906 there has been an increase of about 300 per cent. in the output of creamery butter, and of this 200 per cent. is in the creameries operated by the government.

Home Pasteurization of Milk.

L. A. Rogers, bacteriologist of the U.S. Dairy Division, gives the following instructions for making milk a safe food:—

Milk is most conveniently pasteurized in the bottles in which it is delivered. Take a small pail with a perforated false bottom; an inverted pie tin with a few holes punched in it will answer this purpose. This will raise the bottles from the bottom of the pail, thus allowing a free circulation of water and preventing bumping of the bottles. Punch a hole through the cap of one of the bottles and insert a thermometer. The ordinary floating type of thermometer is likely to be inaccurate, and if possible a good thermometer, with the scale etched on the glass, should be used. Set the bottles of milk in the pail and fill the pail with water nearly to the level of the milk. Put the pail on the stove or over a gas flame and heat it until the thermometer in the milk shows not less than 150 degrees nor more than 155 degrees F. The bottles should then be removed from the water and allowed to

stand from 20 to 30 minutes. The temperature will fall slowly, but may be held more uniformly by covering the bottles with a towel. The punctured cap should be replaced with a new one, or the bottle should be covered with an inverted cap.

After the milk has been held as directed, it should be cooled as quickly and as much as possible by setting in water. To avoid danger of breaking the bottle by too sudden change of temperature, this water should be warm at first. Replace the warm water slowly with cold water.

This method may be employed to retard the souring of milk or cream for ordinary uses, but it should be remembered that the pasteurizing does not destroy all bacteria in milk, and that after pasteurizing it should be kept cool and used as soon as possible.

Manufacturing Dry Milk.

U. S. Consul P. Emerson Taylor, of Stavanger, furnishes the following information concerning the Norwegian manufacture of milk into powder:

A company, capitalized at \$160,000, has recently been organized in Christiania for the manufacture of milk meal or dry milk.

In the meantime, another company has been organized with a capital of \$40,000, one-half paid up, which will enlarge the dry-milk plant in operation at Thime, a few miles from this city, and also at Naerbo. These two plants are equipped with American machinery. The plant at Thime has been in successful operation for some time, but the plant at Naerbo is just being installed.

A local paper announces that

the new company has contracted with an English firm for the delivery of 300 tons of the dry-milk meal each year for three years. The English company is under contract to aid in the installation of new machinery to give the plants a larger capacity than at present. It is believed that both plants will do a profitable and increasing business, and there should be an opportunity for the sale of additional machinery similar to the kind in use at the present. The abundance of milk in this district, where small farming and dairying are leading vocations, would seem to assure a promising future for the dry milk industry.

The product is prepared in the form of a meal-like powder, to be dissolved in water. It is made from skimmed and unskimmed milk, the first being Viking milk and the second Trumilk. The Trumilk or meal when dissolved

The De Laval Dealer's Opportunities

98% of dairy authorities, including creamerymen, unequivocally state that De Laval Separators are best.

95% of those whose knowledge of separators is confined to what they have heard and read believe De Laval Separators are best.

85% of users of other makes admit that De Laval Separators are best.

90% of those who will purchase in 1911 will unhesitatingly concede that there is no better than the De Laval Separator, while the great majority of these are convinced now that it is the best.

The obvious import of these facts is that 95% of sales possibilities in every De Laval dealer's territory are ready made opportunities for him through the universal prestige of De Laval Separators.

Live dealers wanted for uncovered districts and at certain points where the Company is at present not aggressively represented.

Address applications to

The De Laval Separator Company

14 & 16 Princess Street, Winnipeg

in water has almost the identical taste of good fresh milk. It is claimed that Trumilk when dissolved in water makes a milk that, after standing for a time, produces cream similar to that of the natural milk.

The analysis of the dry milk by the Christiania National Laboratory gives the following percentage results: Water, 2.46; fat, 26.66; albumen, 26.37; milk sugar, 37.68; mineral matter, 5.85.

Regina

George Forsyth, manager of the Massey-Harris Co., has returned from a trip to Eastern Canada. Mr. Forsyth returned via Chicago, where he spent a few days getting posted on the new line of Johnston harvester machines recently taken over by the Massey-Harris Co.

Clarence Dickinson, head of the collection department of the Cockshutt Plow Co., has returned from a trip to Belleville. Mr. Dickinson returned via Brantford, visiting the offices of his company at that point.

Charles Westaway, formerly collection manager of the Massey-Harris Co., has been promoted to the position of assistant manager. Mr. Westaway will be succeeded by J. D. Turnbull, of Brantford, Ontario.

Mr. Tanner, accountant of the Massey-Harris Co., has been transferred to the Edmonton branch to take a similar position.

H. H. Kohlman, manager of the John Deere Plow Co., has been confined to his house for several days on account of illness, but is now able to be around again.

Harvey Cockshutt, of the Cockshutt Plow Co., is on an extended trip to his home in Brantford, Ontario.

George Stenshorn has been transferred to the Calgary branch of the Massey-Harris Co. to take charge of collections.

P. McAra, the implement dealers' choice for Mayor, was elected by a large majority in the municipal elections for 1911.

It is reported that the John

Deere Plow Co. have purchased a warehouse site on the north side of the track, just east of Rose Street. Up to the present time, it has not been definitely given out just how soon they will erect a warehouse on this site.

Large quantities of farm machinery are arriving at Regina daily, and from the present outlook it is a certainty that the shortage of goods experienced last year will not recur.

The City Commissioners have decided to considerably increase the power plant now in use, and have called for tenders upon the new additions and machinery. The specifications provide for the purchase of one 1,500 k.w. turbine generating unit, 2,200 volt., three phase, 60 cycle; one condenser, complete with steam driver and hot well pumps, of a capacity to maintain a vacuum of 20 inches when condensing 2,500 pounds of steam per hour; one 400 or 500 k.w. D.D. 550-600 volt generating unit; one surface condenser with steam driver; one battery of two 500 h.p. boilers, 160 pounds pressure with superheaters of 4,000 F. with grates or stokers; one economiser installation, having 4,000 feet heating surface; one hand power crane (travelling); one boiler feed pump; coal and ash conveyor.

The steam turbine, the most important part of the equipment, is to have a capacity of 1,500 k.w. normally condensing, but capable of carrying a load of 2,150 k.w. condensing, or full load of 1500 k.w. at atmospheric conditions. The generator is to generate alternating current, three phase, 60 cycle, at 2,200 volts, and be capable of generating 1,500 k.w. at 80 per cent. power factor.

Saskatchewan crops for the past year have exceeded in value the total for Manitoba and Alberta by over \$12,000,000. The crops for the whole Dominion show a decrease in value of \$25,000,000 compared with last year.

J. L. Boyd, formerly of the firm of Marshall & Boyd, implement dealers, Regina, has taken over the Deering local agency of

the I.H.C., and will have his office and sample rooms in the Harvester Company's building at the corner of Broad and Dewdney Streets.

It is rumored that the I.H.C. local branch will make further additions to their new warehouse which was erected in 1910. Nothing definite can, however, be said concerning these until after the annual meeting of the general agents in the home office at Chicago. Mr. Wells, the local manager, left to attend this meeting about the middle of January.

One improvement here has, however, been decided upon. The company intends in the near future to erect a cover over the present platform to the west of the building in the form of a suspended steel canopy, the dimensions of which are to be 30 feet by 250 feet. The cost is expected to run between \$2,500 to \$3,000.

A letter has been received by the city officials from the Board of Railroad Commissioners requesting a second copy of the Broad Street Subway plans. The letter also states that upon receipt of them they will be approved by the Board. This would suggest that the plans, as drawn up by the city and as submitted to the C.P.R. recently, are acceptable to both the railway company and the Board of Railway Commissioners. The second copy of plans asked for was forwarded immediately.

Returns from the Regina Clearing House give a total for December, 1910, of \$5,820,309, compared with \$5,214,964 for the same month last year. The total of the year amounts to \$50,739,159.

The Regina Commissioners have estimated that the capital expenditure for the year 1911 will run approximately to \$8,340.25.

The Board of Trade have received from the Railway Commissioners a copy of the certified order of the Board in the famous freight case, which is in the following terms:—

"Upon the hearing of the application at the sittings of the Board, held at Regina and Win-

nipeg on the 8th and 15th days of November, 1909, respectively, in the presence of counsel for the applicant corporation, the Canadian Pacific, the Canadian Northern and the Grand Trunk Pacific Railway Companies, the Moose Jaw and Winnipeg Boards of Trade being represented at the hearing, the evidence offered and what was alleged, and upon the report of the Chief Traffic Officer of the Board:

"It is ordered that the Canadian Pacific and the Canadian Northern Railway Companies publish and file new freight tariffs to take effect not later than April 1st, 1911, removing the discrimination at present existing in the tariffs to points in the Provinces of Manitoba, Saskatchewan and Alberta from Fort William, Port Arthur and points east thereof, in favor of Winnipeg and other points in the province of Manitoba and against points west thereof by reducing the rates from Fort William, Port Arthur and points east thereof, to Regina and Moose Jaw and other points west of the said favored points.

(Signed) "D'ARCY SCOTT,
Assistant Chief Commissioner,
Board of Railway Commissioners for Canada."

At a meeting held in the Wascana Hotel on January 3rd a new stock company, capitalized at \$100,000, was formed with the intention of establishing an implement and loan business at Kerr Robert, Sask. The company is made up entirely of well-known implement men, and will be known as the Kerr Robert Implement Company, Limited. The following officers were elected:—G. K. McEwen, Swift Current, president; D. D. Thompson, Regina, vice-president; J. C. Cragg, of Virden, Man., manager and secretary-treasurer.

Mr. Cragg has had a large experience in the implement business in Western Canada, and is well and favorably known to a large number of dealers and farmers. His past reputation is sufficient to assure those who



THE RAYMOND LINES For Profit and Reputation

National Cream Separators

Sold by the best Dealers, used by the best Dairymen and Farmers who know. A high grade Separator for a high-class trade.

If in the city at Bonspiel, call and see us.

Raymond Sewing Machines

For over half a century have held the lead. To sell a Raymond is to gain a satisfied customer and a good profit.

THE RAYMOND STANDS THE TEST OF TIME.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

WRITE FOR 1911 CONTRACTS

RAYMOND MANUFACTURING CO. LTD. 80-82 Lombard Street, Winnipeg

know him that he will make a very capable and energetic manager for the new company. He is already on the ground, and has entered into arrangements for the erection of a suitable warehouse.

On Saturday, January 7th, F. J. Clark, accountant of the Cockshutt Plow Co., was presented with a travelling bag, a set of military brushes, a collar bag and an illuminated address, which was read by Mr. Minhinnick. Mr. Clark replied in a few well-chosen remarks, thanking the members of the staff for their good wishes and kind remembrances. He is leaving immediately for Luseland, where he has started an implement business.

Edmonton

The weather during the past month has been very severe, the thermometer dropping nearly out of sight; in fact, some of the glasses froze up altogether. And the main topic about the city was the subject of weather. There is one great redeeming feature

about the climate up here at Edmonton—that is, when it is real frosty we have no wind accompanying it, which makes it less unpleasant than it otherwise would be.

The great rush of settlers from the Peace River country has begun, and the merchants about here are reaping a rich harvest. The trip generally takes about twenty-one days coming into Edmonton; but when going back with their loads it takes quite a few days longer. Quite a number of new settlers are arranging to go back with these pioneers to look over the country. At the rate at which the Last West is being filled up, it will not be long before the homestead land is all taken up.

Sam. Lewthwaite, who has been with The Bellamy Company here for several years, has opened business at Wainwright, and will represent the Cockshutt Plow Company at this progressive point. We wish Mr. Lewthwaite every success in his new venture.

M. P. Roblin, of the Canadian

Moline Plow Company, Calgary, spent a few days in town in the interests of his firm.

Frank Block, who has conducted an implement business at Daysland, handling the I. H. Co.'s goods, has recently sold out to W. C. Edinger, of the same place, who will conduct the business along the same lines.

W. Adams, of Hardisty, has purchased the implement business of A. Woods.

W. J. McCallum, general agent for the I. H. Co. at Edmonton, accompanied by Harry Loddick, head of the repair department, left on a trip for Chicago, Milwaukee and other points in the East.

F. la T. Carnell, who has been cashier with the I. H. Co. at Edmonton for the past two years, has been transferred to North Battleford, where he will act in the same capacity. Before leaving, he was presented with a gold watch, suitably engraved with his initials, showing the high esteem in which he was held by the employees of the company. E. C. Crump, who has been with the

company at this point, will succeed Mr. Carnell as cashier.

W. D. Graham, who has been with the I. H. Co., Edmonton, for a number of years as collector and later as salesman, has taken over the implement business conducted by John I. Mills, of Edmonton. Mr. Graham will continue handling the Deering line of machinery. We wish him every success in his new venture.

Massey-Harris to Sell Olds Engines.

The Massey-Harris Co. announces that it has completed arrangements whereby it becomes sole representative in Canada for the Olds Gasoline Engines, manufactured by the Seager Engine Works, Lansing, Mich.

When a customer is kept waiting, his probable purchasing inclination declines with every passing minute.



The "BT" Stanchion



FIG. 82

The "BT" Rack Clamps

BT stands for Best

—IN—

LITTER CARRIERS
STANCHIONS
HAY TOOLS
RACK CLAMPS

WATER BOWLS
STEEL STALLS
SLINGS
LOAD BINDERS, etc.

Our goods are Best to buy and Best to sell. You have no second-hand stuff to dicker with and the profits are large.

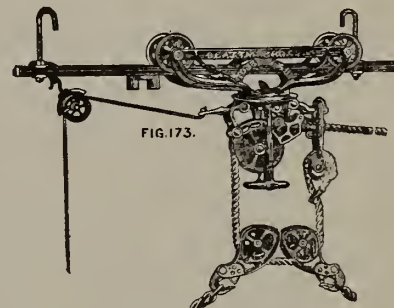
We are the largest manufacturers of Barn and Stable Fittings in Canada and our goods are acknowledged everywhere to be better and more strongly constructed than any others on the market. You are taking no chance when you get the agency for the "BT" Line, as it is reliable.

HAVE YOU the agency for these lines? If not, write to-day for catalogues and best discounts.

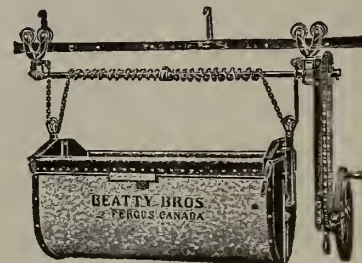
BEATTY BROS.,

Brandon, Man.

Head Office and Factory - - FERGUS, Ont.



The "BT" Sling Car



The "BT" Litter Carrier

Hero Grain Separators

SOLD ONLY THROUGH
THE TRADE

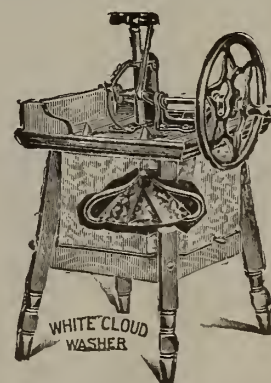
Hero White Cloud Washing Machines



A Grain Separator without an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

Send in your Order NOW, for SPRING DELIVERY

HERO MANUFACTURING CO. LTD., Winnipeg

Join the Interprovincial and Boost It

By the time this issue reaches our readers the annual meeting of the Interprovincial Retail Implement Dealers' Association will be close at hand, the date being set for February 16th.

No dealer who is in Winnipeg during Bonspiel can afford to miss this gathering, at which an opportunity is offered to those from every part of the provinces to discuss vital issues and formulate plans for the future.

We feel that too much stress cannot be laid upon the importance of the annual meeting. It is the one occasion in a long twelve months when circumstances are favorable to a general conflux of implement men to Winnipeg. The magnetic Bonspiel, the important business of looking over the magnificent displays of implements on the wholesale floors, all combine to attract dealers to our city, and we believe that it is the duty of every one in Winnipeg at that time to attend the meeting and, if possible, make some suggestions for consideration or relate his experiences during the past year in meeting the problems of the business. Plenty of time will be available for those who wish to speak, and it is the desire of the executive that only subjects of real importance to the trade be discussed. Historical discursions or general remarks on foreign subjects, which have no real value to the meeting, should be avoided. Moments are precious; we must make the most of them at this opportunity.

The retail dealers of Western Canada are beginning to realize the deep importance of organization. There are so many conditions known by the name of

"trade evils" that hardly a dealer is not affected seriously by one or other of them. Many still continue to fight their way single-handed, confident in their own ability to surmount all obstacles, but it is a generally conceded fact that through organization only can we be freed from the many worries incidental to unfair competition, etc.

So long as one dealer nourishes the idea that another in the same business is a mean cuss, who is keeping number one from making any profit, just so long will the consumer take advantage of this enmity and play one dealer against the other. A price-cutting fight follows, which eventually leads to disaster for one or both concerned, and the only sensible way to avoid this is to "be friends." In our humble opinion that should be the slogan of the association and the spirit which should animate every competing dealer. Friendship is the great healer of troubles, either between nations or individuals.

Our Interprovincial has at the present time nearly 300 members, and if each one could be induced to act, as often as his business would permit—as an organizer, a booster of the Association and its work, there would be surprising results. There is not the slightest doubt that 50 per cent. of the present members could, if they so determined, form local clubs affiliated with the parent body. In this manner a very important object could be attained—that of placing organization methods and benefits before dealers who previously had not been reached by the regular organizer, or who had not listened to the

appeals made so consistently by this paper.

It is absolutely necessary to increase the strength of the Association in some way if it is to be a significant factor in the trade. The dealers who have not yet adopted the slogan "Be Friends" are those most in need of sermons on organization, and the local club should be the medium of bringing many into the fold.

Organization is the watchword of every trade to-day; those which have not yet adopted it are taking steps to get in line; those which are already bonded together are continually strengthening their position by aggressive recruiting, by keeping suitable literature before their members, through the medium of their trade journal, and by every possible means fostering the spirit of brotherhood for a common purpose. Even those who perform the most menial tasks have their unions; and while these may appear unreasonable at times in their demands, who shall say that they have not the right to obtain every possible concession by fair and legitimate means?

It seems obvious that a trade of such importance as that of the retail implement dealer can hope to reach its highest plane only through a system of sane and reasonable co-operation, making all allowances for the vast distances and varied local conditions involved in a country such as Western Canada.

It is a hopeful sign of the times when the farmer sends his son to college to educate him to be a farmer.

M. A. C. Programme for 1911

We acknowledge receipt of the 1911 programme of Manitoba Agricultural College. The Farmers' Short Course will be held at the College, February 13 to 17, during which time the following hold their conventions:—Agricultural Societies; Household Science Association; Manitoba Horticultural and Forestry Association; Manitoba Dairy-men's Association; Agricultural Societies' Seed Grain Exhibition.

The Farmers' Short Course is free, and embraces instruction in animal husbandry, field husbandry, agricultural engineering, veterinary Science, horticulture, etc.

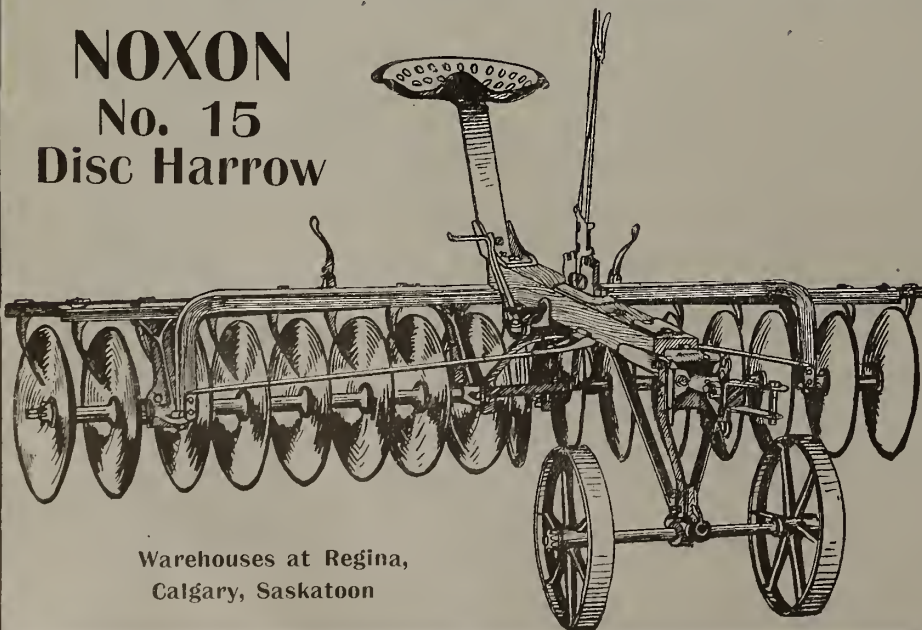
In the Seed Grain Exhibition, February 11 to 16, valuable prizes are offered for samples of wheat, oats and barley from various districts. Railway companies will give a special rate of single fare for the round trip from all points in Manitoba and from as far west as Moose Jaw. These will be obtainable from February 11 to 13 inclusive. For further information concerning the foregoing apply W. J. Black, principal, Manitoba Agricultural College, Winnipeg.

Melrose Abbey

T. J. Trapp & Co., Ltd., the enterprising implement dealers of British Columbia, have favored us with a fine calendar showing Melrose Abbey, Scotland, the historical ruin which adjoins the home of Sir Walter Scott. His "Lay of the Last Minstrel" gave Melrose and its abbey worldwide celebrity, and this reproduction from an original painting by F. W. Hayes is finely executed. Trapp & Co. are to be complimented upon their tasteful selection of a calendar subject.

THE NOXON COMPANY LIMITED, INGERSOLL

NOXON No. 15 Disc Harrow



Warehouses at Regina,
Calgary, Saskatoon

Strongly built. Properly balanced.

Light draft.

Spring pressure. Independent gangs.

Does not buckle in center.

Every disc stays in the ground and does its work.

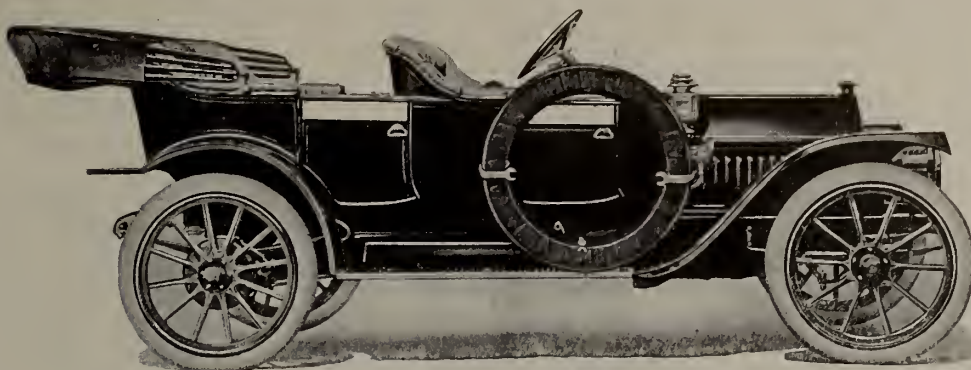
Supplied with or without tongue-truck.

TUDHOPE ANDERSON & CO. Ltd.

WINNIPEG

SPECIFICATIONS

CYLINDERS—Four 4-inch bore, 4¾ inch stroke.
 LUBRICATION—Constant level splash, with vacuum feed from large external tank.
 AXLE (Front)—I beam drop forged.
 AXLE (Rear)—Semi-floating live type.
 SPRINGS (Front)—Semi-elliptic.
 SPRINGS (Rear)—Full elliptic.
 FRAME — Pressed steel channel section, 1¾ inch by 4 inch.
 CLUTCH—Cone, leather faced.
 TRANSMISSION—Three speeds forward and reverse (sliding gear selective type).
 WHEELS—34 inch by 3½ inch artillery type.
 TREAD—56 inch, wheel base 110 inch.

**Equipment Includes.**

High Tension Bosch Magneto
 Extra Tire Complete, Tire Holders
 Waterproof Cover.
 2 Side Oil Lamps, Oil Tail Lamp.
 2 Extra Large Gas Headlights and Generator.
 Gasoline Sight Gauge on Dash,
 Shock Absorbers Fitted to each Spring.
 Brass Foot and Robe Rails.

The "Everitt"

The Model of the Year 1911.

This is the low priced Car which has most of the features that will be called for in the coming season.

BUILT TO SELL ON ITS MERITS.

Our Agents say it is easy to sell these popular Cars as they are **Simple, Silent, Substantial and Accessible**

LOW RAKISH LINES. AMPLE ROAD CLEARANCE. STRAIGHT SHAFT DRIVE.
ENCASED DRIVING SHAFT. DISTINCTIVE IN LOOKS. DISTINCTIVE IN QUALITY.

These Models may be seen at the WINNIPEG AUTO SHOW, February 13th-18th. **STAND 24** (opposite Main Entrance). Make a note of this so that you may be shown and driven in these Cars, then you will KNOW WHY they sell so readily. THEY WILL STAND THE CLOSEST INVESTIGATION and SEVEREST TESTS.

Dealers communicate with us at once as we want Agents to represent us in territory not allotted.

Remember our Agencies are rapidly closing and Enquiries received Daily.

Western Distributors:

TUDHOPE ANDERSON & CO., LTD., Winnipeg

The Sylvester Seeding Machines

ARE STILL LEADERS.

Sylvester Mfg. Co., Lindsay, Ont., Sole Manufacturers under Stephenson's Patents.

The Double Disc is universally pronounced to give the best satisfaction wherever used.

Made in sizes from 16 to 22 discs and are made interchangeable. Drills are supplied with single disc or shoe if desired.

18 Sylvesters used on the Dutschem Farm (Canada's largest farm) at Girvin, Sask., during 1910, and more ordered for next season.



Sylvester four cylinder opposed Gasoline Plowing Engine, 45 brake h.p.

This cut shows three Sylvester Drills operated on the farm of Robt. Alexander, La Salle, Man. drawn by a Sylvester Gasoline Traction Engine.

This engine has done record work the past season, and like Sylvester drills is a leader in its class.

It is powerful and economical of fuel.

The Sylvester is the best and most favorably known drill in the Canadian West, and 1911 machines guaranteed better than ever.

Sole Jobbers for Western Canada:

Tudhope Anderson & Co., Ltd.

Winnipeg

Regina

Saskatoon

Calgary

Cockshutt Plow Co. Changes.

Recently the Cockshutt Plow Co. have been making a number of changes of importance in their organization. Most of the changes in staff were made necessary by the opening of their Saskatoon branch. In addition to these, however, a department of Supervision has been organized and established at Winnipeg and will form a part of the Head Office of the Company, having jurisdiction over all the Western branches.

E. A. Mott is in direct charge of this department, occupying the position of Western general manager. Thos. Cull is also connected with this department as supervisor of credits and collections. W. G. Matheson has joined the staff of the supervision department in the capacity of auditor of Western branches.

The illustrations herewith are of the men upon whom will rest the responsibility of Cockshutt's success in the West during 1911. Most of these men are so well known to the trade that it is unnecessary for us to give more than their names.

J. P. Minhinnick, who will now be assistant manager of the Winnipeg branch, has been connected with the Cockshutt Plow Co. for a year, having been with the Frost & Wood Co., and in the retail business since 1884. For the past year Mr. Minhinnick has been manager of the Regina branch of the Cockshutt Plow Co.

John Adams, who has had charge of the sales department of the Winnipeg branch, is now made manager of the Saskatoon branch. Mr. Adams has been in the implement business in Western Canada for almost 20 years, about ten of which has been with the present company.

J. A. Latimer, manager of the Calgary branch, has been with the company for over fifteen years, and was the first traveller of the Cockshutt Plow Co. to be located in Alberta.

G. S. Harold, who for the past 5 years has had charge of the advertising department in addition to his work on sales at the Winnipeg branch, has now been appointed manager of the Regina branch.

In addition to the changes in staff, the Cockshutt Plow Co. have added three private offices to their office space at Winnipeg, and have given their offices and showrooms a thorough renovating and painting.

Binder Twine.

While neither of the two large American companies have as yet quoted twine, some of the smaller concerns are quoting $\frac{1}{4}$ cent below the opening prices last year. According to Farm



E. A. Mott,
Western General Manager.



J. P. Minhinnick,
Assistant Manager, Winnipeg Branch.



J. Adams,
Manager, Saskatoon Branch.



J. A. Latimer,
Manager, Calgary Branch.



Geo. S. Harold,
Manager, Regina Branch.

Implements News, a delivered price has been quoted which seems to indicate a rate of about $6\frac{1}{2}$ cents as a small-lot price, if freight be paid from any of the central distributing points. This is a cut of $\frac{1}{4}$ cent from prices quoted two months ago by the same manufacturer, and by at least one other. On the basis of Chicago delivery, this particular quotation is really a little lower than $6\frac{1}{2}$ cents; on the basis of delivery at the nearest acknowledged distributing point it is a shade above $6\frac{1}{2}$ cents f.o.b. said distributing point.

This price, as stated, is for small lots under 10,000 pounds. In view of precedents it means about $6\frac{1}{4}$ cents carloads and $6\frac{3}{8}$ cents for quantities between five and ten tons. Apparently the manufacturer quoting the price has reduced his quotation of two

months ago as the result of the decline in fibre that has taken place in the interim.

Reports from Yucatan tell of another combination of sisal producers. It is said that interests controlling nearly one-half of the available supply of sisal have pooled their issues with a view to preventing if possible a further decline in the price; in fact, they will make an effort to advance the market. The report further says that the result of the combination already is seen in a slight advance in the price, about $\frac{1}{8}$ of a cent, although the New York quotation was unchanged when this story was written.

Should this combination be successful in advancing the price of sisal the result will substantiate the assertion recently made in this newspaper that in all probability a twine price named

this month would be lower than one withheld until late winter or early spring; for any advance that now takes place of course will increase the average cost of fibre.

Try a Milk Diet.

Milk adds from two to six pounds of healthy flesh every seven days.

It substitutes pure blood for impure.

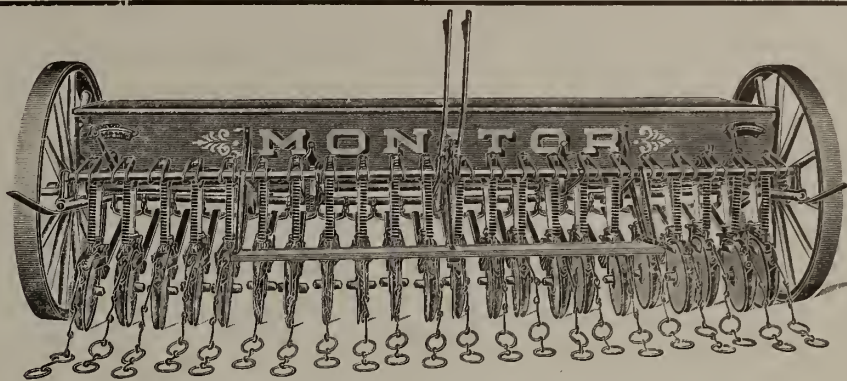
It fills out the face and banishes the ugly wrinkles.

It builds up aching, jangling nerves.

It enables you to sleep soundly at night.

It brings a tinge of scarlet to pale cheeks and lips, and makes weak eyes strong. It bestows health.

MONITOR DRILLS

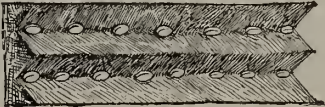


Furnished with either Single Disc, Double Disc, or Shoes, in 6 to 12 ft. Sizes

Increase your Drill Trade

BY HANDLING A DRILL THAT WILL ACTUALLY
INCREASE CROPS AND SAVE SEED

Monitor Double Disc Drills are approximately one-third lighter draft than any other machine. They are the only Drills that cannot be clogged either in mud, gumbo, or adobe soil, or in weedy or trashy ground.

They are the only Drills that will put all the seed in the bottom of a clean, wide furrow at an even depth, in two rows,  and cover it with a uniform amount of earth, by reason of which they require one-fifth less seed to be used than is required by other machines.

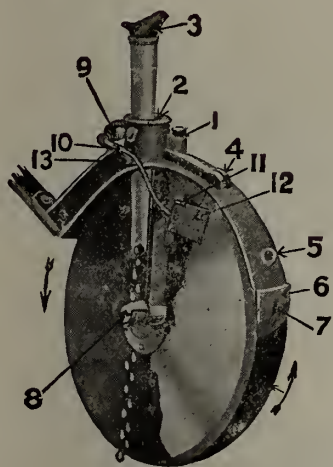
They have increased, and usually will increase, the yield of wheat from three to seven bushels per acre (and other grains in proportion).

Wheat grown from seed sown by them will grade higher, and consequently bring a better price than if grown from seed sown otherwise.

These are a few of the reasons why Monitor Drills are easy to sell.

Send for our Catalogue, it tells a story of absorbing interest to Dealers.

CANADIAN MOLINE PLOW CO.



The Buggy From Glengarry

Call and see us before
placing your order dur-
ing Bonspiel.

Over Forty
Different Styles
of Auto-Seat Jobs



High Arch Axle, Auto Seat, Removable Top.

The above cut shows one of our 1911 up-to-date jobs and is a combination of Top Buggy and open Driving Wagon, as preferred. This is only one of our many new styles.

Canadian Moline Plow Co.

CALGARY

REGINA

WINNIPEG

Oil Burning Steamers.

It is reported that the Canadian steamers sailing from Victoria, B.C., in coasting service, including two steamers belonging to the Grand Trunk Pacific Railway and seven steamers carrying the flag of the Canadian Pacific Railway are all about to be converted into oil burners.

Two American steamers, which occasionally come to this port, belonging to the Puget Sound Navigation Company, have been using oil fuel very successfully for two years past, and the tests made and reported by competent engineers have finally satisfied the Canadian companies that oil is not only better, but vastly more economical than coal. Several Japanese turbine liners, which call at this and other Pacific ports, have used oil fuel for years.

The use of oil fuel by the coast steamers will, it is stated, reduce the fire-room staff on each vessel by two-thirds, the stokers being eliminated. The cost of the oil itself is practically as great as coal, but the saving of

labor, of weight carried, and in hauling, etc., is great. The supply of oil is to be kept at Vancouver and Seattle, where large tanks for storage of sufficient oil for the company's steamers will be maintained. All the company's steamers call at Seattle or Vancouver, and they will take on their supply of oil at one or the other of these ports.

For about two years the Canadian Pacific Railway has had an offer from the Standard Oil Co. to supply oil at a fixed price covering a long term of years, and has finally determined to equip all coast steamers for oil fuel as rapidly as possible during the winter season (two are already so changed), and probably also the Empress liners which sail across the Pacific. It is even intimated that it is probable the locomotives of the Pacific division of the Canadian Pacific Railway may also be converted to burn oil.

New Heating Method.

The first co-operative heating plant in Western Canada has ap-

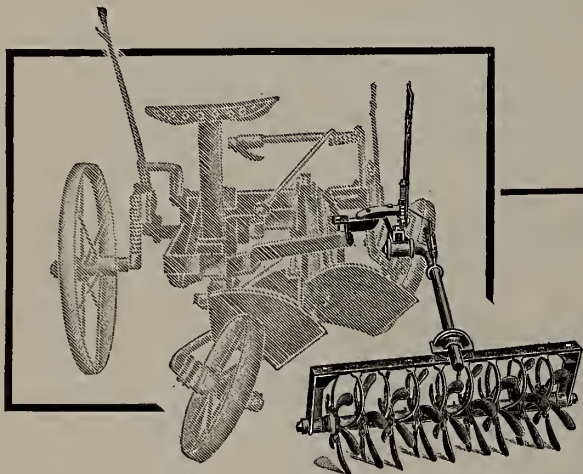
peared in Brandon. The experiment, which is being carried on by the electric light company, has every appearance of being a success. At present (says the Farmer's Advocate) about sixteen city blocks are served from this central plant, and the company plans to cover the whole business portion next year, as well as branching out into the residential districts. The pipes and the mains, laid underground, are insulated against loss of heat by wrappings of asbestos paper held in place by copper wire. These are then enclosed in a wooden casing four inches thick and large enough to allow of an air space of one inch. The inside of the casing is lined with bright tin and the outside wound with heavy galvanized wire. The whole outside surface is covered with a thick coating of asphaltum. There are many advantages of such a system of heating in a climate like ours. There is the convenience of having heat available in any quantity at any time of day or night without the care and dirt which is the accompaniment of the usual furnace; perfect service and great economy; reduced fire risk; a gain in storage room, formerly required for coal and ashes; and the satisfaction of being able to leave one's residence or building for a week or a month in winter knowing it will not burn up or freeze up. The relief from care of fur-

nace or expense of such attention, a place as comfortable at six in the morning as at six at night, the certainty of getting all the heat you want at all times, are some of the characteristics of the central station system over the old methods of heating.

All heat is metered in steam heating, the consumer using as much or as little as he desires, and paying for exactly what he gets. He provides for heating his whole building, but turns the steam on to just such rooms as he wishes. What he uses is measured by the amount of water found to be condensed in his building. The accurate scientific principle on which the amount of water is based is as follows:—One pound of steam is one pound of water expanded 1,700 times by heat and changed from a liquid to a vapor. This evaporation requires for each pound of steam a fixed and positive number of heat units. Nothing but the giving off of that heat will condense the steam back to water. When the heat has been given off, the pound of water will remain. Then for each pound of condensed water the consumer has received a definite number of heat units.

Food of the Gods.

Do you know what you are eating when you eat an apple? You are eating the food quali-



TAKE A GOOD LOOK AT THIS HARROW

It is the one that created record breaking sales the past season. There is no secret about how this was accomplished.

NATIONAL ROTARY HARROWS ARE BUILT RIGHT

On scientific principles. Design, Material, Construction, Workmanship, every part from start to finish has been worked out with an eye single to the highest efficiency and durability. We would like to mail you HARROW FACTS. Just send us your name and address on a post card.

TUDHOPE, ANDERSON & CO., LTD.

Winnipeg, Regina, Saskatoon, Calgary

Manufactured by the National Harrow Co., Le Roy, Ill., U.S.A.

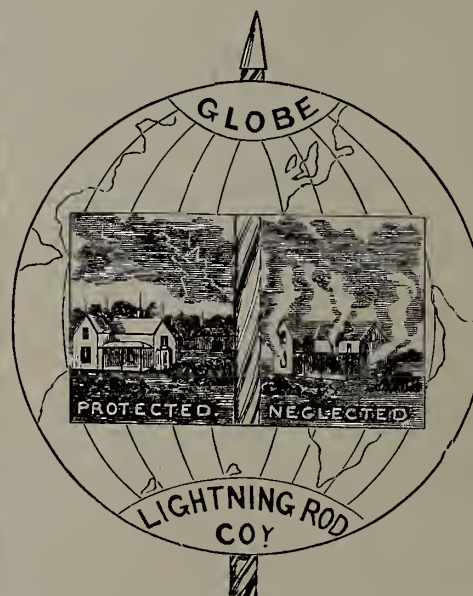


Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.



Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation. Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co., Limited

(Successors)

Hamilton

Ontario

ties, the tissue builders, the brain makers. You are eating mallic acid, the property that makes buttermilk so healthful. You are eating gallic acid, one of the most necessary elements in the human economy. You are eating sugar in its most assimilable form—combined carbon, hydrogen and oxygen caught and imprisoned from the sunshine. You are eating albumen in its most available state. You are eating a gum allied to the "fragrant medical gums of Araby." And you are eating phosphorus in the only form in which it is available as the source of all brain and nerve energy. In addition to all of these you are drinking the purest water and eating the most healthful and desirable fibre for the required

"roughness" in food elements. The acids of the apple diminish the acidity of the stomach and prevent and cure dyspepsia. They drive out the noxious matters that cause skin eruptions, and thus are Nature's most glorious complexion makers. They neutralize in the blood the deleterious elements that poison the brain and make it sluggish. The contained phosphorus is not only greater than in any other form of food, but it is presented in a shape for immediate use by the brain and nerves, where it may flash into great thoughts and great deeds. The ancients assigned the apple as the food for the gods and its juices the ambrosial nectar to which they resorted to renew their youth. Men are the gods

of to-day, and the apple is their royal food, the magic renewer of youth. Eat a rich, ripe apple every day, and you have disarmed all diseases of half their terror.—National Horticulturalist.

New Threshermen's Paper.

The threshermen of Canada may flatter themselves that they are a very important factor in the life of the country. Concrete evidence of this fact is to be found in the birth of another periodical: "The Threshermen's Review of Canada," which is devoted exclusively to their interests. This new star in the trade paper firmament gives very great promise, judging by the initial number, which lies before us. It

comes in an artistic cover, the printing and illustrations are excellent, and the paper should be welcome to those concerned. We note special departments in the letterpress on Plowing, Sowing, Gasoline Engines, etc., while a strong feature is made of "Questions and Answers" and "Live Letters from Live Threshermen."

Altogether the impression one has of this journal is most favorable, and we bespeak for it that success which we believe it deserves. The home address of the paper is 8-10 Wellington St. East, Toronto. We however understand that they will immediately open a Winnipeg office. Brother, we welcome you.

Planet Jr.

Guaranteed Implements

Backed by over 35 years' experience of a practical farmer and manufacturer. You run no risk when you get a Planet Jr., and you will be surprised at how much more and better work you can do with less labor. Planet Jrs are light and strong, and last a life-time.

[No. 25] Planet Jr Combined Hill and Drill Seeder, Double-Wheel Hoe, Cultivator and Plow opens the furrow, sows seed in drills or bills, covers, rolls, marks out next row. Also has perfect cultivating attachments.

[No. 16] Planet Jr Single Wheel-Hoe, Cultivator, Rake and Plow is a most useful adjustable garden tool. Keeps ground in thorough condition. The new pressed-steel frame makes the tool practically indestructible.

Write today for 1911 illustrated catalogue of all Planet Jr implements. Free and postpaid.

S L Allen & Co Box 1108Z, Phila Pa

Write for the name of our nearest Agency

Don't forget the Annual Meeting

OF THE

Interprovincial Retail Implement Dealers' Association

AT THE

ROYAL ALEXANDRA HOTEL, WINNIPEG,

Thursday, Feb. 16, at 10 a.m.

Luncheon at 1 p.m.

If you intend to be present drop a card to the Secretary,
F. D. BLAKELY, 822 Union Bank, Winnipeg

Glide, Empire and Paige-Detroit Autos

IDEAL CARS FOR THE DEALER.

GLIDE and EMPIRE Cars are specially suited to the needs of the West. Powerful, moderately priced, combining Comfort, Efficiency and Mechanical Perfection.

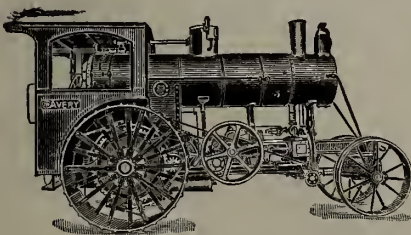
You want the agency for these splendid cars.



4-Passenger 45 h.p. Glide.

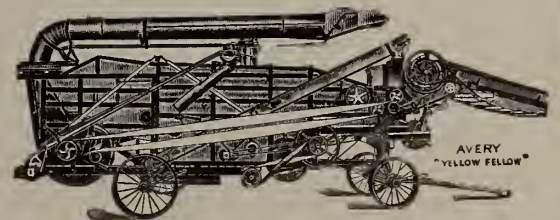
We are also Western Canadian agents for the Paige-Detroit Motor Car Co. and handle their 4 cyl. four cycle Roadster, Winnipeg price \$1100, also fore door touring car, 104 in. wheel base, selling at \$1300, Winnipeg.

Avery Engines and "Yellow Fellow" Separators



If interested in Threshing Machinery, Steam Plowing Engines, Farm or City Tractors, it will pay you to get our Agency.

Avery Undermounted Engines have proved themselves a Perfect Power for Plowing or Threshing.



"Yellow Fellow" Separators are the greatest grain savers and grain cleaners ever offered the trade.

COME AND SEE US DURING BONSPIEL—YOU WILL BE WELCOME

Haug Bros. & Nellermeoe Co. Ltd.,

Transfer Warehouses at Regina and Calgary.

WINNIPEG.

Gasoline Tractors on a Big Farm

Cultivation on a large scale is being carried on at the Weitzen farm, situated about 90 miles south-west of Saskatoon.

The farm in question comprises sixteen sections, or 10,240 acres of prairie land, with an almost unbroken surface, and entirely free from stone or other obstructions. It is also reported that the soil is several feet in depth, on clay sub-soil.

An outfit consisting of three 30 h.p. gasoline engines, together with gang plow, packers, disks, steel tank for hauling gasoline, etc., is being used, and was shipped to the farm early last spring. Portable cabooses were erected on broad, straight, wide tire trucks for the accommodation of those employed. The three engines, each drawing six 14-inch breaking plows and a packer were run night and day up to the first of September, when 4,500 acres had been broken. The plows were then detached and six disks attached to each engine, and the soil was pulverized and put into fine condition for seeding. It is said that the packer is especially prominent in the work that is being carried on, the manager being a firm believer that it is especially essential to pack the soil where conservation of moisture is necessary. Parties who have been over the ground say that the work is being carried along on proper lines, as, notwithstanding the unusual drouth of last season, the newly broken land presents the appearance of old cultivated fields. The manager's theory is that the packers following the plows over the moist soil crush it down so that it retains the moisture, aiding decomposition and preventing evaporation.

The splendid character of the work done upon the farm with traction engines was a revelation to the farmers who have seen it, as it is equal in every respect to the best work done with horses. The furrows are uniform in depth and width; there are no skips through plows jumping out of the ground; and they are

straight enough to please even expert plowmen. The road allowance line at the end of the fields has been well maintained, and there is no evidence of slovenliness or carelessness in execution anywhere.

There is no doubt but that the farm will in the very near future be one of the show farms of Saskatchewan. Of the 4,500 acres broken this year, every foot of land is turned in unbroken mile-long furrows, and a similar acreage of land will be broken during the coming season. Next spring 2,500 acres will be seeded to wheat and a similar acreage to flax, while in the spring of 1912 it is expected that 9,000 acres will be seeded to wheat and flax.

All operations will be performed by gasoline engines. In plowing stubble, no less than ten plows, followed by a packer, will be drawn by each engine; in discing, six 8-foot discs, giving a double stroke 24 feet wide; in seeding, four 10-foot drills will sow a 40-foot strip; and in harvesting each engine will cut a swath of similar width with five 8-foot binders.

The company will own and operate their own separators, will erect elevators for the storage of their grain, and raise vegetables and stock to supply the requirements of the farm. There are two fine springs, from which an unlimited supply of pure soft water flows, and water is obtainable at any point on the farm through wells of moderate depth.

Are We Wheat Mad ?

If ever there was an agricultural country in the world (says Wm. Whyte, vice-president, C.P.R.), Manitoba is that country. Our sole resource is agriculture. Yet this year there were imported into Manitoba over our line over twelve million eggs. For our dining cars we are now bringing in chickens from Chicago. We are also importing cream from the United States.

"The trouble is that our farm-

ers are wheat mad. They have made money with wheat, and they have not the labor that mixed farming involves. They can go away in the winter and leave the hired man to take care of the horses. The loss of wheat farming is universally recognized. The farmer is not selling his wheat, but selling his farm. He is not tilling the land; he is exploiting it. He is using his land not like a farm, but like a mine.

Oxen as Draught Animals.

A century ago in Great Britain the question as to whether oxen or horses were economically superior as draught animals was undetermined, and there are records as to a practical competition on this point between King George III. and one of his agricultural subjects. Gradually horses conquered, and cattle in the mother-country are, with few exceptions, bred entirely for purposes of food. An interesting discussion as to the desirability of reverting to oxen as draught animals has recently been raised in the English Live Stock Journal by Prof. Wrightson, who, independently of the question as to oxen, expresses the opinion that the use of cows for draught purposes on the small holdings now in process of creation would be feasible and profitable. More than one of the correspondents advocate the use of stock bulls for draught purposes, maintaining that moderate labour keeps them in better health and vigor and prolongs their period of service, while their great strength is no small advantage. Travellers in Italy have noticed the general employment of draught oxen upon farms in this long-settled country. They are large animals, usually white in colour, very similar to the wild white cattle of which one or two herds are still maintained pure in Great Britain. These are supposed to be descended from cattle introduced by the Romans, and to have, therefore, a common ancestry with the Italian cattle of to-day.

Haug Bros. & Nellermeoe will have new Building at Regina.

Haug Bros. & Nellermeoe Co. have let the contract for their Regina building, which will be located at the corner of 8th and Osler Streets, one block east of the new Case building. The contractors have agreed to complete the building by June 1. The erection is 90 by 100 feet, of stone and brick, and will cost about \$20,000.

Massey-Harris Catalog.

The Massey-Harris Company have just issued a 64-page catalogue of their line of farm machinery. The descriptive matter is profusely illustrated with cuts of their various implements and parts, several two-color plates being inserted. The printing leaves nothing to be desired, and the book has a tasteful cover, representing grains of wheat in their natural color.

Supplementary Letters Patent have been issued increasing the capital stock of the Massey-Harris Co. from \$12,000,000 to \$15,000,000. This increase is provided for by the issue of 30,000 new shares.

Advertisements.

One hotel advertises:

"A parlor for ladies thirty-five feet wide."

And another:

"This hotel will be kept by the widow of the former landlord, Mr. Jones, who died last summer on a new and improved plan."

"Wanted—General servant; small house, family of two, one agreeable and obliging."

"Wanted—Information regarding the whereabouts of Ebenezer Jones, who is supposed to have died in this city last year."

"Wanted—By a respectable girl, her passage to New York; willing to take care of children and a good sailor."

"Wanted—A woman to wash, iron and milk one or two cows."

"Wanted—A good girl to cook, and one who will make a good roast or broil and will stew well."

"Wanted—Experienced nurse for bottled baby."

"Wanted—A laborer and a boy; with grazing for two goats; both Protestants."

"Wanted—An experienced nurse to take charge of a young child between thirty and thirty-five years old, of exceptional character and good reference."

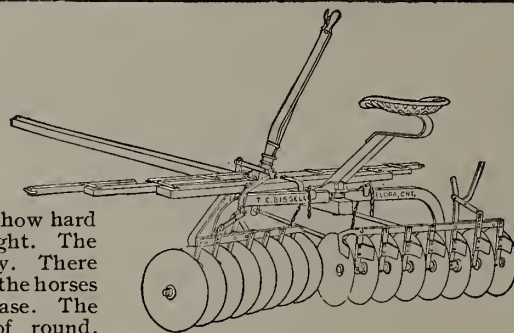
"Wanted—Situation by a young lady who can do all kinds of sewing and embroidery except music."

This is the Bissell

The Harrow that Wins in Competition

The wonderful capacity of the "Bissell" Disk Harrow is opening the eyes of up-to-date agents to the fact that here in Canada is made the best Disk Harrow in America. The "Bissell" is sweeping the field. It is winning field competition after field competition. It is designed by our Mr T. E. Bissell, who has for years made a specialty of Disk Harrow construction. Try it yourself and see what a Disk

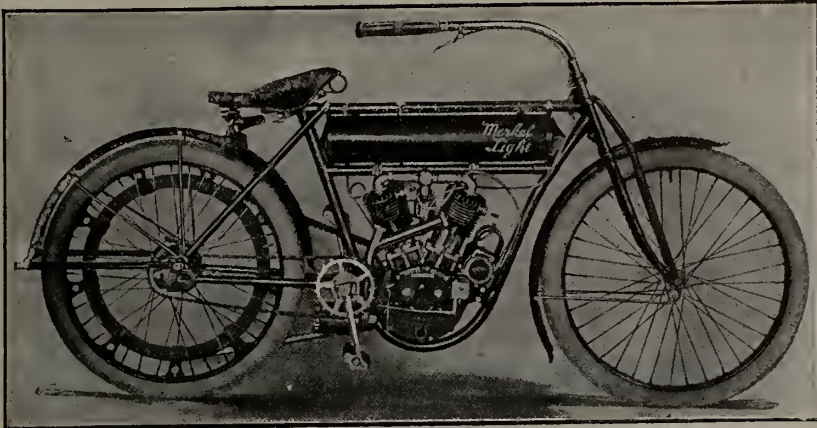
Harrow designed by a specialist will do. See how the "Bissell" stays right down to its work no matter how hard the land. The gangs stay tight. The plates stir the soil thoroughly. There is but little neck weight, and the horses do more work, with greater ease. The axles are square instead of round. The construction is simple, yet durable and trouble-proof. After you've seen the "Bissell" in action you'll want the "Bissell" agency. So write—



T. E. BISSELL CO. Ltd., Dept. E., Elora, Ont.

JOHN DEERE PLOW CO. Ltd. AGENTS—Winnipeg Regina Calgary Edmonton Lethbridge

AS A SIDE LINE



to your Implement Business, a good Motor Cycle Agency ought to be profitable.

THE FLYING MERKEL

is not a good agency, it is the **best** you can take up.

The only Cushion Frame Motor Cycle made.

WESTERN DISTRIBUTORS

Dominion Cycle Company

224-226 Logan Ave.

WINNIPEG

See our Exhibit, **Stand 10** at the Winnipeg Automobile Show.

We want **Hustling Dealers** to sell our
Western Standard Wagon Tanks
FOR
Oil, Gasoline or Water.



The Lightest, Strongest and Best on the Market

Guaranteed "Leak Proof"

Also Storage and other Tanks of all sizes. Feed Cookers, Hog Troughs and Ventilators

Metal work of all descriptions.

Write now for particulars and Contract.

Red River Metal Co.

OFFICES and FACTORY, 51 and 53 AIKINS STREET,
WINNIPEG.

Successful Dealers



Maple Leaf Grain Grinder

**ARE THOSE WHO SELL
A LINE
WITH A REPUTATION**

We offer you Gasoline Engines—stationary, portable and traction, Windmills for both pumping and power, Brantford Steel Frame Wood and Pole Saws, Iron Pumps, Wood Tanks, Concrete Mixers, etc.

Maple Leaf Grinders are Trade Winners

Thousands in use, giving splendid results.

Goold, Shapley & Muir machinery is the result of an exhaustive study of the needs of Western Canada and we feel confident that our goods will give satisfaction both to dealer and consumer. When you

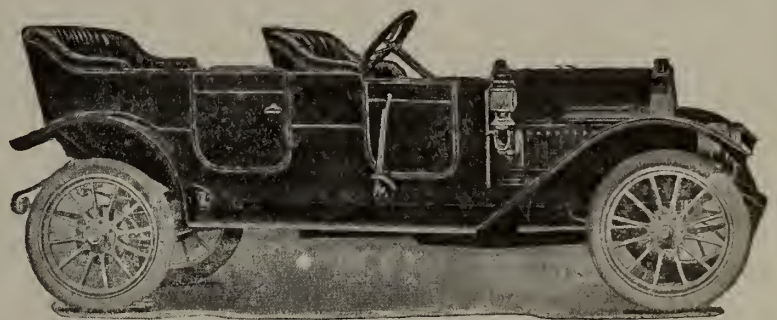
Take in the Bonspiel

make a point of inspecting our goods; you will be made heartily welcome whether you are a purchaser or visitor. It is worth while to see a display of modern farm machines, every one of which is a trade winner.

Goold, Shapley & Muir Co. Ltd.

FACTORY: BRANTFORD.

230 PRINCESS STREET, WINNIPEG.



Regal 30 h.p. Fore-door Touring Car, \$1450, Winnipeg.

The Regal's Remarkable Record

of four successful years on the Market is the result of carefulness in the details of construction.

REGAL "30" Open Front Type \$1,400

" "20" Roadster - - \$1,250

Owing to lack of space we are unable to exhibit our full line at the Automobile Show. See our full display at

A. C. McRAE

Cor. King and James Streets, Winnipeg.

The Implement Dealer's Assistant

It is hard to get competent help of almost any kind in the West, and implement dealers find it difficult to get clerks who will take an intelligent interest in their work and "stay with it." A paper read at a convention of southern implement dealers contains some good suggestions as to selecting an assistant and how to treat him.

The first thing to be considered when about to select a young man for a clerk is his moral character. This is the very first and most important qualification. Is he careful about his associates? Is he courteous and respectful to persons in all stations of life? Does he abstain from the use of cigarettes and intoxicants of all kinds? Is he neat in personal appearance, active and energetic. If he possesses these qualifications you will be reasonably safe in your selection. You need not mind a little awkwardness or lack of self-confidence in him. I would prefer a young man who does not think he knows it all, but one who has some ambition and who is anxious to learn. When he begins work in your employ, first have an open, frank, confidential talk with him, and let him feel that you are his personal friend, that you expect him to keep in confidence the secrets of the business that the public should not know, and that there should be nothing in the business that would concern you that he should keep from you. Let him understand that your interest in the business should be his, that your success should be his success, and, above all, that he is to be a part and parcel of the concern. Try to impress upon his mind that what you pay him in the way of salary does not in any sense constitute the whole of his compensation, but that the largest part of his salary is, or should be, the experience that he is getting from the opportunity that is afforded him. Indeed, few young men realize this enormous advantage; they do not realize that they may soon find opportunity for promotion, and that usually promotion comes just as soon as they are qualified by experience and energetic application to duties assumed.

Do not expect too much of inexperienced clerks. They are more than apt to make some mistakes, and when they do it is best not to ever reprove them in public. This will embarrass both the clerk and oftentimes the customer as well. It is best to talk such matters over privately with him and usually the same error will not occur again.

The man who said there is nothing sure but death and taxes overlooked elections.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

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F. D. BLAKELY, Manager

822-3 UNION BANK BUILDING

Telephone Main 518

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RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

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WINNIPEG, CANADA, FEBRUARY, 1911

Competition.

Honest competition compels the dealer who is getting indifferent to brighten up, carry a better stock, and make more aggressive efforts to capture and hold trade. A large number of dealers, however, fail to realize that competition is a life-giving force in business, and look upon it as a menace to their prosperity.

A little reflection will, we believe, show that, far from being a danger, competition is the most vital factor in developing business.

Stated in other words, competition is rivalry, emulation, an effort to do better than one's neighbor, and these are the greatest forces imaginable in the march of progress. Competition induces the business man to set himself a goal and strive toward it; without this ideal always looming ahead business stagnates, and after stagnation comes decay. Without competition the dealer is apt to become self-satisfied, to rest on his oars and let things slide.

Competition is symbolic of life itself, for it is a continuous struggle to get more of the good things; and, as in the lower orders of nature, the strong often prey upon the weak. But this last phase of the subject is not legitimate competition—it is merely brutal antagonism. True competition fights in the open, always striving to accomplish a little more than the other fellow by fair means. Some of the weapons of honest competition are better goods, a more attractive store, competent service, increased knowledge of business

methods, reasonable prices, personal courtesy and honesty.

There are other qualities which go to make the successful business man, but enough has been said to show that to be a good merchant he must be a good competitor.

A Profitable Line.

The retail implement business is a profitable one if properly conducted. From its nature it is inextricably bound up with agriculture, on which the prosperity of all nations chiefly depends. It follows that the prosperity of the farmer must be shared by the implement dealer, among other tradespeople.

Based on such a foundation, the implement business, theoretically, should be the best possible for the retailer, for no person can get in closer touch with the farmer than the purveyor of modern farm machinery, upon which so much of the latter's success now depends. But there remains the factor of individuality, the variations in which account for success or failure in all vocations. Apparently the implement dealer has everything in his favor, and selling machinery looks easy—a fact which accounts for a goodly proportion of the failures. But the truth is that pitfalls abound in this business, as in all others, and a man who has no commercial qualifications or knowledge of the trade had better stay out of it until he has learned at least the rudiments of buying and selling goods and the multifarious details involved. Once fairly launched in the business, he will discover that there is something to be learned every day. In

spite of all the rules and systems ever devised to make success certain, it is "up to" the dealer himself, and he must use what ability nature has endowed him with to the best possible advantage, while continually studying and planning how to do better.

Enthusiasm.

Enthusiasm is a great power in business, more especially when a man is battling single-handed to wrest a living from the world. A great many implement dealers who are to-day successful have made headway from a small beginning, when their capital consisted more of enthusiasm than anything else, but they were enabled to convince, to dominate those about them, and consequently success came to them. These are the men who sell goods by the faith they have in their particular line. Opposition, prejudice or competition merely serve to give them renewed ardor; their enthusiasm cannot be quenched, and they overcome all obstacles. Enthusiasm is the potent force which has carried great warriors to victory, accomplished stupendous feats of engineering, and animates the leaders of men in every walk of life. Enthusiasm has the added virtue of being contagious; it inspires others to greater efforts. In the store, the factory or any other field of action, enthusiasm is the influence which means increased production, decreased cost and a real pleasure in the labor of the day.

Coronation Exhibition.

The Coronation Exhibition, which will be held in London from May to October, 1911, at the "Great White City," will not only be in itself a celebration of the great historical ceremonial to which it owes its existence, but will contribute largely towards a permanent memorial to King Edward VII. A proportionate part of the receipts, guaranteed under no circumstances to be less than £5,000, will be set aside for the Mansion House Fund for the Memorial to King Edward the Seventh.

It is universally agreed that an event of such profound significance to the British Empire as the Coronation of His Majesty King George should be marked by some great Imperial demonstration. Nothing could be more fitting than that this should take the form of a great Coronation Exhibition, which will be a presentment of the resources of the Mother Country and the sister Empires and Dominions, or, as it may be termed, a stock-taking of the Empire at the commencement of the new reign.

The Coronation Exhibition will bring before its visitors the grandeur and resources of the

British Empire in a manner that has never been previously attempted. The palaces of the Exhibition will be a microcosm of the British Empire. Visitors will not only have the opportunity afforded them of inspecting the products of a country, they will see representations of the country itself, its inhabitants, its busy towns, its rural loveliness, and leading industries.

The visitor to the White City will see within the space of one hundred and fifty acres the distinguishing features of the vast Empire, which extends over the whole globe, and upon which the sun never sets; of England, Scotland, Ireland, Wales, Canada, Australia, South Africa, India, the West Indies, and the various Crown Colonies and protectorates.

"I Forgot".

Walt Mason.

The merchant said, in caustic tones, "James Henry Charles Augustus Jones, please get your pay and leave the store; I will not need you any more. Important chores you seem to shun, you're always leaving work undone. And when I ask the reason why, you heave a sad and soulful sigh, and idly scratch your dome of thought and feebly say, 'Oh, I forgot!' James Henry Charles Augustus Jones, this world's a poor resort for drones, for men with heads so badly set that their long suit is to forget. No man will ever write his name upon the shining wall of fame, or soar aloft on glowing wings because he can't remember things.

"I've noticed that such chaps as you remember when your pay is due; and when the noon-time whistles throb your memory is on the job; and when a holiday's at hand your recollection isn't canned. The failures on life's busy way, the paupers friendless, wan and gray, throughout their bootless days, like you, forgot the things they ought to do. So take your coat, and draw your bones, James Henry Charles Augustus Jones."

More Business, More Profits.

Prospects for spring business look good, and implement dealers throughout the West are anticipating an increased volume of business. It is well to remember, however, that the fact of doubling the amount of business done is not alone sufficient to guarantee success, especially if prices have to be cut in order to get the increased volume of sales. The manufacturer is able, however, to pursue this policy to a certain extent, and depend on heavy sales and small profits. The limitations of the retail trade make it impossible for the

merchant in a small business to follow this example, and disastrous failure is too often the result of such a course. An increase in the capital invested demands a proportionate increase in the returns, and the dealer who attempts to double his sales by cutting prices so that his total profits remain about the same is on the downward path. The only satisfaction he has is that of doing a larger business, against which must be debited extra expense for stock, extra insurance, extra work, and many other extras, which all cost money, and for which there are no return.

Go after increased business by all means, but maintain your prices, with a view to getting increased profits. Do business on business lines.

Large Increase in Immigration.

The immigration into Canada for the past calendar year is estimated by the immigration department at a little over 300,000, of which 75 per cent. were English speaking. The increase as compared with 1909 is over 50 per cent. For the present year it is estimated that fully 400,000 new settlers will arrive.

Figures for the first half of the present fiscal year, just issued, show a total immigration of 204,434, as compared with 120,912 for the six months April to September, 1909. British immigration for the half-year totalled 81,950; arrivals from the United States totalled 75,445; and Continental European and Chinese immigration totalled nearly 50,000. Three out of every four immigrants are now either United States or British. Of the European Continental immigrants, the great majority are from the northern Scandinavian countries, who are for the most part taking up land in the prairie provinces.

For the first eleven months of the last year the homestead entries in the West totalled 46,305, a gain of 11,314 over the corresponding period of 1909.

According to the average of the past twenty years, each homestead entry represents actual settlement by 2.5 persons. Consequently the increase in the population of the prairie provinces through the taking up of new homesteads last year was approximately 120,000. The new homestead entries were distributed as follows:—

Manitoba, 2,973; Saskatchewan, 25,850; Alberta, 17,850; British Columbia, 219.

Land and Water.

Land Acres	Water Acres	Total Acres
Manitoba—		
41,169,098	6,019,200	47,188,298
Saskatchewan—		
155,092,480	5,323,520	160,416,000
Alberta—		
160,755,200	1,510,400	162,265,600



Herbert Baker.

Herbert Baker in Charge of New Branch.

The Massey-Harris Co. opened their new Alberta branch at Edmonton recently, Herbert Baker, formerly office manager at Winnipeg, being placed in charge. Mr. Baker has been in the service of the Massey-Harris Co. for about 25 years, and was in the head office at Toronto for 19 years. Six years ago he came to the Winnipeg branch as Chief accountant, and later was appointed office manager. Mr. Baker has the sincere congratulations and good wishes of the Winnipeg staff on his promotion, and his company look to a great expansion of business as a result of opening the new northern branch, which divides Alberta into two districts. The Massey-Harris Co. have now branches west of the lakes at Winnipeg, Regina, Saskatoon, Calgary and Edmonton.

John Deere Officers for 1911

William Butterworth, president; S. Hosford, secretary-treasurer; and C. C. Webber, vice-president of Deere & Co., Moline, Ill., were in Winnipeg a couple of days attending the annual meeting of the John Deere Plow Co., of this city.

The shareholders were signally gratified with the success of the company during the year just closed, showing as it did a very marked increase over 1909. The election of officers for the John Deere Plow Co. for 1911 resulted as follows:—W. Butterworth, president; H. W. Hutchinson, vice-president; treasurer and general manager; David Drehmer, secretary and sales manager.

No man is entirely independent of his fellow-man; even the handiest man must get somebody else to cut his hair.

Personals.

J. H. Morrison has purchased the implement business of R. Toepfer & Co. at Erskine, Alta.

T. A. Angus, implement dealer at Strome, Alta., has been succeeded by J. Amell.

Lawrie & Drought, implement dealers at Morris, Man., have dissolved. M. Lawrie continues.

D. N. Lee has succeeded R. Cates, implement dealer at Nipinka, Man.

Woods & Ellis have taken over the implement business of P. B. Barager, at Arcola, Sask.

J. S. Bobier, implement dealer at Dubuc, Sask., had the misfortune to be burnt out.

John Gimmer, implement dealer at Langenburg, Sask., is reported out of business.

Lake & Clark have opened an implement business at Luseland, Sask.

Sykes & Perrizo have succeeded J. H. Sykes, implement dealer at Swift Current, Sask.

Kasha & Curtice, implement dealers at Lacombe, Alta., have suffered loss by fire.

J. Miles, implement dealer at Harding, Man., has been burnt out.

L. H. Leavens has succeeded A. J. Lipsett, implements and livery, at Foxwarren, Man.

Johnston & Brown have commenced an implement business at Souris, Man.

A. J. Stokes succeeds to P. Dick, implement dealer at Sedley, Sask.

J. B. Trotter has purchased the implement business of W. J. Murphy at Waldron, Sask.

Robertson & Hurd are commencing an implement business at Marquis, Sask.

The Farmers' Implement Co., Ltd., has been incorporated at Swift Current, Sask.

Smith & Morrow, implement dealers at Cartwright, Man., are reported out of business.

Robert Hays, implement and fuel dealer at Deloraine, Man., has sold to T. T. Pullan.

R. J. Irwin has sold out his implement business at Binscarth, Man.

Martin Bros., hardware and implement dealers at Darlingford, Man., have been succeeded by Martin & Miller.

Paul Rudyk has bought the general store and implement business of the estate of E. A. Holmes at Lamont, Alta.

Calver Bros., implement dealers and blacksmiths at Dubuc, Sask., have dissolved. W. J. Calver continues.

W. W. Allen, formerly in the retail implement business at Souris, Man., has joined the Manitoba road staff of the Sharples Separator Co. Mr.

Allen will probably make his headquarters at Brandon.

Mitchell & McIlmoyle, harness and implement dealers at Glen Ewen, Sask., have dissolved. James Mitchell continues.

Barth & Langham, implement dealers at Radisson, Sask., have dissolved partnership. J. H. Langham continues.

Armstrong & Gimbey, implement dealers at Brownlee, Sask., have been succeeded by J. E. Sires.

A company known as the Magnet Lumber and Implement Co. has been incorporated at Harris, Sask.

Bridge & McCullough have purchased the implement business of C. Montgomery at Carman, Man.

Bassler & Eyestone, implement dealers at Botha, Alta., have dissolved partnership. W. F. Eyestone continues.

Donovan & McCrea have succeeded to the implement business of Werts & Herber, Bow Island, Alta.

R. McKenzie, Western manager of the McLaughlin Carriage Co., together with W. C. Power, is spending a few days in Chicago at the automobile show.

The Parsons Hawkeye Co. are organizing a Canadian company under the name of The Maytag Co., Ltd., and capitalized at \$50,-

000. There will be no change in the management, E. E. Lyday continuing in the position of manager. A power washing machine will be added to the present line carried by this company.

M. J. Rodney, general agent of the I.H.Co., of Winnipeg, has just returned from the annual convention of I.H.Co. general agents at Chicago.

D. J. Taylor, Western manager of the Goold, Shapley & Muir Co., recently spent a couple of weeks at Brantford, the head office and factory of the company.

Robt. Sylvester, president and manager of the Sylvester Manufacturing Company, of Lindsay, Ont., has just returned East after spending a day or two in Winnipeg and Brandon.

E. E. Lyday, manager of the Parsons Hawkeye Manufacturing Co., has returned after spending a couple of weeks at the head office and factory of his company at Newton, Iowa.

H. W. Hutchinson, vice-president and manager of the John Deere Plow Co., together with Mrs. Hutchinson and son, have left for a six weeks' trip to California.

Edward Elwood, Winnipeg, manager of the Empire Cream Separator Co., has just returned to the city after spending three weeks in the West, during which

he covered most of the principal points.

E. A. Mott, Western general manager of the Cockshutt Plow Co., has just returned from a business trip to Regina and Saskatoon. While away, he installed the new managers at these branches.

Lauritz J. Haug, of Haug Bros. & Nellermeoe, Winnipeg, was married January 12, 1911, to Josepha Thornby at Dawson, Minnesota. The happy couple will be at home in Winnipeg after March 1.

Tanton & Gram, implement dealers at Wilcox, Sask., have been succeeded by P. H. Tanton.

J. Johnson, harness and implement dealer at Half-way Lake, has opened a branch at Athabasca Landing.

W. B. Bingham, who for ten years has been with the Minneapolis Threshing Machine Co., of Minneapolis, Minn., during two years of which he has been auditor, has accepted the position of accountant at the Western headquarters of the American Abell Engine and Thresher Co. at Winnipeg.

H. J. Noble, representing the Canadian Producer and Gas Engine Co., of Barrie, Ont., is at present in Winnipeg in the interests of his company. He expects to stay in the West for a couple of months. His com-

pany manufacture producers and producer gas engines from 40 to 400 h.p., and gasoline engines, stationary and portable, from 3 horse power up.

The Ontario Wind Engine and Pump Co. have now their new engine warehouse, corner of Logan Avenue and Arlington Street, closed in. The building is 78 by 130 feet, and will give them ample accommodation for their line of "Flour City" tractors, the first consignment for 1911 having just arrived. They anticipate a very heavy demand for the above line in the coming season.

Geo. G. Armstrong, of the Armstrong-Quam Manufacturing Co., Waterloo, Iowa, recently paid a friendly visit to the Ontario Wind Engine and Pump Co., Winnipeg. Mr. Armstrong was also as far West as Calgary, and was deeply impressed with the possibilities of this vast field for his company's goods, which include well-drilling machinery and supplies. The Ontario Wind Engine and Pump Co. represent this company in Canada.

W. J. Berry, assistant manager of the Canadian Moline Plow Co., Winnipeg, has been appointed assistant manager of the Minnesota Moline Plow Co. at Minneapolis, Minn. Mr. Berry was previously connected with the latter branch for ten years, and

ARMSTRONG CARRIAGES.

We extend a cordial invitation to the many dealers attending the Bonspiel to call on us. Our representatives will be glad to meet as many as possible and have them inspect our sample carriages.

Our Auto Seat and Auto Top series comprise the best selling styles produced. These vehicles are built mechanically correct and are up-to-date in every detail.



The J. B. Armstrong Mfg. Co., Ltd., Guelph, Ont.
Bonspiel Showroom, 290 William Ave. Winnipeg, Man.

has worked his way upwards through sheer energy and ability. His sojourn here has been short—since April, 1910—but he has made a great many friends, and those who knew him best will be sorry to see him go, while wishing him every success in his promotion. The branch to which Mr. Berry is now appointed is perhaps the most important of all the Moline houses.

At Joseph Maw's Garage.

In conversation with Joseph Maw, that gentleman assured us that he was strongly in sympathy with the inception of an auto show for Winnipeg as a permanent event. He, however, regretted the lack of space, which allowed his company to exhibit only three cars, which means that they will put up an exhibit at their garage consisting of four styles of Hupmobiles, four styles of Reo's, a Firestone-Columbus, two styles of Oldsmobiles, a Peerless, Daimler, Columbus Electrics, Reo commercial wagon and a Frayer-Miller commercial truck. There will also be a chassis on the floor showing the operation of the engine and the mechanism of the differential, exposing the transmission gear and showing how changes of speed are made. These are details that every owner and agent should understand. The garage will be tastefully decorated, and

Mr. Maw assures us visitors will be heartily welcomed.

Well Drilling Machinery.

The Armstrong-Quam Manufacturing Co., Waterloo, Iowa, are now distributing their fine catalogue of well drilling, prospecting machinery and supplies. Every requisite for water, oil or gas well drilling is carried by this concern, and excellent half-tone illustrations embellish the catalogue, which is printed in two colors and comprises 128 pages. The Ontario Wind Engine and Pump Co., Winnipeg, Toronto and Calgary, are Canadian agents for this line of machinery, and will be pleased to send, a copy of this valuable catalogue upon request.

Brandon Winter Fair.

Manitoba Winter Fair and Fat Stock Show will be held at Brandon, Man., March 11 to 17 inclusive. The premium list, of which we have received a copy, indicates that the coming fair will be even more successful than that of past years. Every possible provision has been made for the comfort of exhibitors, visitors and live stock. The premiums offered are liberal, and should attract a very large number of entries.

Owing to the destruction of the Provincial Asylum by fire,

the directors of the Fair placed the Winter Fair building at the disposal of the provincial government, and the buildings on the Summer Fair grounds will be utilized for the coming Fair. J. D. McGregor, president, or W. I. Smale, secretary, will furnish any further information.

Improvements at the McLaughlin Building.

The McLaughlin Carriage Co. are making extensive changes in their Winnipeg showrooms on Princess Street and Ross Avenue. The second floor, which was formerly used for warehouse purposes only has been thoroughly overhauled and refitted as offices and showroom. The space heretofore used as offices will now be added to their showrooms, giving them a ground floor showroom of nearly 100 by 100 feet.

Possibilities of the Corn Planter.

It may be surprising to know that there are a number of corn planters sold in North-West Canada.

The Canadian farmer is now educated to summer-fallow, for by so doing he knows he can get results in his next crop, but he is also looking for some immediate profits; and with this aim in view many are planting corn, and the cultivation to keep weeds

down and conserve the moisture serves a double purpose, with the same results as though summer-fallowing were practised, and they are able to harvest a good forage crop to meet expenses.

The University of Saskatchewan used a corn planter in 1910 with good results; and the American Seeding Machine Co. assure us that they have a number of orders for corn planters for use in the Canadian West during the coming season.

Planet Jr. Tools.

S. L. Allen & Co., Philadelphia, U.S.A., have forwarded us one of their Planet Junior Catalogues of Farm and Garden Implements. The various labor-saving tools for the farm and garden are fully described and illustrated, the half-tone cuts being exceptionally fine and showing Planet Junior implements in actual use. Dealers interested would do well to procure a copy of this catalogue from S. L. Allen & Co., Box 1108Z, Philadelphia, Pa.

The man who refuses to co-operate with his fellows in the same line of business to better conditions in that business is not only selfish, but idiotic, as he must eventually be the victim of wrong conditions unless he is dishonest in his business methods.



Are you going to the Big Bonspiels?

If so, see our exhibits at Winnipeg and Calgary

Canadian Air-Motors, Stickney Gasoline Engines

Stationary or Portable, Gravity or Pump Feed, all sizes. Also the famous

"Flour City" Traction Gasoline Engines

The most complete and best gasoline engine lines in Canada for the Dealer to handle.

THEY WILL SOLVE THE POWER QUESTION FOR YOUR CUSTOMERS

See our line of Armstrong-Quam Manufacturing Co. New Style

Well Drilling Machinery

Climax will drill wells, any size or depth, also Dempster and Howell

Well Augers

We carry the largest stock of any House in the West; also a full line of Well Drillers' supplies.

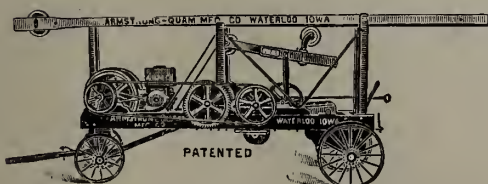
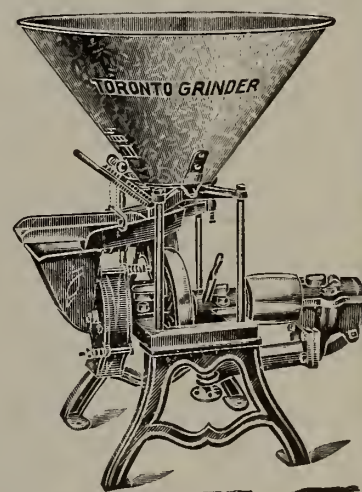
Our lines of PUMPS, Tanks, GRINDERS, SAWS, Swings—all have special features

Aylmer Standard Wagon and Stock Scales

The Best Scale ever devised for the farmer

Get our Catalogue and Prices.

ONTARIO WIND ENGINE & PUMP CO., LTD.
WINNIPEG TORONTO CALGARY



Hustlers Not Appreciated.

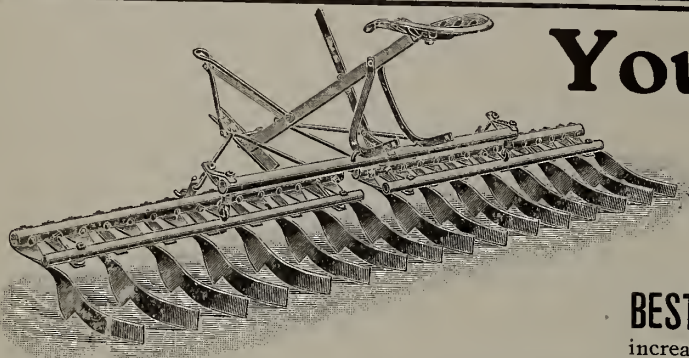
Haste is not considered essential to the successful conduct of business in all countries. North America seems to have a monopoly of the sentiment that "hustle" is the most desirable quality in a salesman. A writer in the Canadian Census and Statistics Monthly, treating on conditions in South Africa, says one of the mistakes sometimes made

by commercial travellers from America is their desire to "hustle" too much. Some of the smartest salesmen have lost orders through their endeavours to rush business, thus arousing, perhaps, a strange antagonism. Merchants here go much slower than is the custom in Canada; too much aggressiveness is apt to produce an effect contrary to that desired. This may seem extraordinary to Canadians, but

it is as well to recognize it and be prepared to go quietly at first until a grip of the country has been obtained.

Another blunder to be avoided is that of hurry in appointing agents. Any action that is taken should be definite and to the point. But when once appointed, agents should be staunchly supported, and as presumably the selection will have been a judicious one, due and

courteous attention should be paid to their complaints and suggestions. Canadian exporters must not let immediate business weigh too heavily with them; they should aim to build up in South Africa a substantial and steadily increasing trade and an honorable name. The merchants of this country are intensely conservative, and their inclination is to deal with those who give greatest satisfaction.



You want to sell Harrows Giving Best Results

They are "ACME" Pulverizing Harrows

BEST for general farming because the "Acme" crushes clods and lumps, turns, smooths and levels in one operation, producing the ideal condition for conservation of moisture. The increased yield on 20 acre fields properly plowed, and harrowed with an "Acme", will more than pay for the "Acme" in one year.

BEST for preparing ground for grain and other crops, because the "Acme" cuts through to and compacts the under soil, chops the trash that has been turned under and leaves it buried, also producing best possible seed bed on newly broken Prairie.

BEST for fallowing because being a perfect weed exterminator and surface mulcher, there is no lumpy soil and no voids or air spaces left when the "Acme" is used.

JOHN DEERE PLOW CO. LTD., WINNIPEG.

Calgary

Edmonton

Saskatoon

Regina

Lethbridge

DUANE H. NASH, INCORPORATED, 106 Division Ave. Millington, N.J.

Harrow While You Plow

WITH A

KRAMER

The Kramer is distinctive—Original—the first implement of its kind ever offered to the trade.

Perfect construction, vertical spring tension, geared lift, butcher knife pointed blades, and brackets which enable attachment to any make of stag, frame or disk plow are exclusive Kramer features, and are protected by allowed and pending patents.



To Be Sure There Are Imitations

Some of the imitators have adopted one feature of the Kramer, and some another. But all are demonstrating the superiority of the Kramer by basing their claims for your consideration upon its unapproachable construction and working qualities.

The models we have to offer for 1911 are of interest to every up-to-date dealer. Kramer Quality, Prices and Terms enable the dealer to meet all competition.

Write to-day for Catalog, Prices and Terms

Dealers visiting Winnipeg during Bonspiel should take the opportunity to inspect Kramer Harrows at the John Deere Warehouse. A Kramer representative will be on the sample floor during the 'spiel, will welcome all dealers and make clear to them that the Kramer attachment is a profitable line both for dealers and farmers, and that it is the last word in scientific soil cultivation.

JOHN DEERE PLOW CO. LTD., WINNIPEG.

Calgary

Edmonton

Saskatoon

Regina

Lethbridge

THE KRAMER CO., Paxton, Illinois.



No. 553

We extend a most cordial invitation to every Dealer in Farm Machinery, when in attendance at the Winnipeg Bouspiel to make our Office and Repository their Headquarters while in the City.

We will have on display in our two large Show-Rooms our full line of goods for your inspection.

One Show-Room will be devoted exclusively to our large line of Brockville Buggies—"Canada's Standard," and Reindeer line. The largest up-to-date line of Vehicles ever shown in Canada.



No. 552

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Van Brunt Light Draft Drills

During Bonspiel make it a point to examine the Van Brunt Automatic Spring Lift and other 1911 improvements.



In the Great Northwest where farming is done in a big way VAN BRUNT DRILLS do the major part of the small Grain Seeding.

Van Brunt Drills have made their Way by the Way they are Made

The quantity of the work they can do in all conditions of soil is exceeded only by the quality.

The first successful Drill Disc for working in Gumbo, Mud or Trash was the Van Brunt. It set the pace and improved forms are still leading the way for others who would follow.

Van Brunt Reputation is based on Work

- 1 Planting all Grain down in the ground at the same depth and covering it.
- 2 Sowing the Seed in even quantities. There is no bunching and each Feed delivers exactly the same quantity as every other one.
- 3 Long distance Disc Bearings, warranted not to wear out, and require only one oiling for each quarter section.
- 4 Tilting Levers to regulate depth of Disc Boots in furrows and to adjust Discs to varying conditions of soil.
- 5 **LIGHT DRAFT.** Because constructed right Van Brunt Drills are light in draft. Why ask horses to pull 200 to 400 pounds of extra dead weight up and down the fields, mile after mile, when the Light Draft Van Brunt will do better work and give longer service.

Dealers can well afford to handle the Van Brunt
Its well earned reputation makes sales easier

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

John Deere Engine Gang Family



John Deere Engine Gangs are made in the following styles and sizes:

JOHN DEERE "LITTLE" ENGINE GANG

Made in 4 and 6 Bottoms

JOHN DEERE "JUNIOR" ENGINE GANG

Made in 6 and 8 Bottoms

JOHN DEERE "SENIOR" ENGINE GANG

Made in 10 Bottoms

JOHN DEERE "BIG" ENGINE GANG

Made in 10, 12 and 14 Bottoms

JOHN DEERE "ONE MAN" ENGINE GANG

Made in 4 and 5 Bottoms

JOHN DEERE "JUMBO" ENGINE GRUB PLOW

24 inch cut with Truck

All of these Plows will be on our Sample Floor during Bonspiel

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Wild Rice for Marsh Lands.

Wild rice is said to be a valuable food for human beings, but up to the present time attempts have only been made to grow this cereal in the marshes of Manitoba in order to provide feeding grounds for wild ducks. A correspondent of the daily press says:—"Wild rice will grow in water four feet deep, though a much less depth is desirable; but if there are floods in spring, causing the water to remain at a much higher level than normal for a considerable time, the crop is likely to be a failure. The seed ripens in late summer or fall and falls into the water, and, sinking to the bottom, remains buried in the mud until spring, when it germinates. Wild rice is an annual, so that the plant completes its growth in one year. The seed loses its germinating power if allowed to become dry, hence in procuring seed it is important to get it as soon after ripening as it can be obtained and sow it as soon after as possible. The price varies, but it costs about 10 cents a pound in large quantities and 25 cents a pound retail. It is difficult to store seed for the winter, so that it will germinate if not planted until spring, but it has been kept successfully by putting it in cold water. The water must, however, be changed frequently,

preferably daily, until it freezes, when it may be left frozen until it thaws in the spring, when the water must again be kept changed."

Free Seed Examination.

Manitoba Agricultural College desires to issue a note of warning to farmers and dealers importing grain into Manitoba to be used for feed or seed. This year considerable quantities of grain are being brought into certain districts, and much of it is believed to be badly infested with the seeds of weeds of a very noxious character. The weed problem already has become a very serious one in many districts through weed seeds being introduced to the land without the knowledge of those introducing them.

From samples sent recently to the College and examined by the Field Husbandry Department, it has been found that the present situation is alarming. A sample of oats recently imported to one of the towns in south-western Manitoba was found to contain seeds of the following weeds:—Ball mustard, wormseed mustard, bladder campion, false flax, pepper grass, cinquefoil, curdock, shepherd's purse, wild buckwheat, lambs quarter and red-wort pig-weed.

Not only are many of the

weeds mentioned in this list of a very noxious character, but some of them are new to this province, and for that reason they are the more to be guarded against.

An ounce sample taken from a shipment of flax received at a town in northern Manitoba was found upon analysis to contain 52 false flax seeds and nine other species of weed seed.

The College will undertake to report, free of charge, upon any samples of grain sent to it for weed seed examination or germination tests.

The Demand for Automobiles.

The trade prospects for 1911 are extremely encouraging. Probably never before in the history of Western Canada has the selling campaign been productive of results at such an early date, as is the case in regard to 1911 business. The volume of business has been little short of extraordinary and shows the feeling of the west in regard to automobiles in no uncertain manner.

One important feature in the demand is the insistence of the retail buyer in specifying the date of the delivery. They insist that a guarantee shall be given that the delivery of a new car shall be made immediately spring opens up, and will not put up with conditions that existed during the early part of 1910, when buyers

were kept waiting till June and July before the cars were delivered.

With the many new firms that have entered trade circles in the West during the past year, competition is naturally keen, and the ground is being more thoroughly covered by the selling staff which has been largely augmented, in order to canvass the whole of the territory in the prairie provinces.

The Motor Trades automobile show advertised to take place from February 13 to 18, 1911, will give a great impetus to the business, as it will give the hundreds of country visitors, who come into Winnipeg for the bonspiel, an opportunity to see all the different makes of moderate priced cars under the one roof, and as a result, a large portion of 1911 sales will be completed before the show closes its doors.

She laid the still white form beside those which had gone before; no sob, no sigh, forced its way from her heart, throbbing as though it would burst. Suddenly a cry broke the stillness of the place—one single, heart-breaking shriek, then silence; another cry, more silence; then all silent but for a guttural murmur, which seemed to well up from her very soul. She left the place. She would lay another egg tomorrow!

Get Off on the Right Foot for 1911



The Pastime

During the last three years the Pastime Washer has demonstrated beyond all doubt that it is all that was ever claimed for it by the manufacturers.

More than 9,000 of these machines have been sold in Western Canada during that time, and every one was sold through the retail dealers—

That is the only way they are put on the market.

We have constructed a new power machine to meet the demand of our many customers for a washer that can be sold to the user who has any kind of power available.

We believe that in the "Maytag" we are as far ahead of all other power washing machines as we were in advance of every other hand machine with the "Pastime."

These Washers can be seen at our Warehouse, 753 Henry Ave., Winnipeg.

If dealers attending the Bonspiel will phone "Garry 1360" we will call for them with a Maytag Automobile (the Champion Car of Canada) and after seeing our stock we will take them back in the same machine.

Parsons Hawkeye Mfg. Co., Winnipeg.

Farm Machinery in Early Days

In the December 8th issue of Farm Implement News, a correspondent, who has been reading C. W. Marsh's "Recollections, 1837-1910," wants to know how it was possible that a farmer, sixty or seventy years ago, could work an ordinary farm with an outfit of crude implements costing only \$25 to \$50, when now such a farm requires an equipment of highly improved implements and machines that cost from \$700 to \$1,000.

I do not wonder that one familiar with modern farming should see something wrong or incongruous in such statements, and I ought to have given some explanation when making them, but the recollections and incidents of the long period covered were so many and varied that I could not always be sufficiently explicit.

Going back to the old farm in Canada on which I was born and passed my childhood, I said that "of our 200 acres, about 100 were under cultivation and in meadows, and the rest was in pasture and woodland." Then, after describing the simple tools and implements in use, and how they were made at the shop of the local blacksmith and on the farm, I said that, "excepting the fanning mill the outfit of implements did not cost \$25, cash out." This amount was my father's estimate when, years after, he was asked about it, and my figuring made it even less. The farmer of that day had not one of the various machines which are now required in the equipment of the average farm in Illinois.

The question is, how could a farm of that size be successfully operated with such a light equipment of crude implements? The answer is very easy. Of the 100 acres under cultivation there were always some ten or twelve acres of fallow—that is, land unseeded and at rest for one season. About 25 acres were in meadow to supply hay for the stock of horses and cattle and for sale at a good price to the lumber camps within reach. Usually there were from 25 to 30 acres of wheat, 10 to 15 acres of oats, 8 or 10 acres of corn, and the rest of the acreage was occupied by barley, buckwheat, peas, potatoes and garden stuff.

The plow was started immediately after harvest, and the hired man and the oxen were kept at this work until the ground was frozen, as there was no threshing by machine or husking of corn to interrupt. The corn was snapped from the stalk and piled on the big barn floor by the farmer and other help, to be husked during stormy weather and in winter by the men of the farm, or by the boys and girls of the neighborhood at a husking bee.

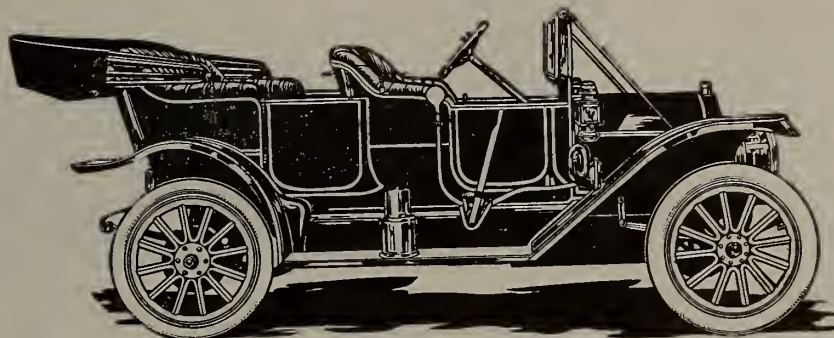
Whether or not the fallow was sown to winter wheat, generally enough plowing was done in the fall for the spring grain. The seed was sown broadcast by hand, and a skilled sower could get over the ground faster than the average modern seeding machine. With the clumsy home-made drag and the crude tools for planting and cultivating, work progressed slowly; but it was done in season, because the farmer and his man worked harder and put in more hours than they do now. Women or children usually dropped the corn, and two men, covering with hoes, would plant 8 or 10 acres in a single day; and in cultivating they were not long in hoeing it after the ground between the rows had been loosened by the plow. Farmers then were very expert with the hoe,

and got over the ground with it amazingly fast. In short, my father, or a farmer similarly situated, and the hired man, with such crude implements as they then had, could get through the work of seeding, planting and cultivating without other help than that which could be supplied by the women or children as occasion required.

When harvest began—first with the haying, of course—much help had to be hired. This was easily obtained from laborers in the village or neighborhood—generally men who had been released from the lumber camps in the spring. They came provided with their own tools—rakes, forks, scythes or cradles—and the price of their labor was 75 cents per day in haying and \$1 or a bushel of wheat in the grain harvest. This was the season that bore most heavily upon the women. They had to

cook and provide for the gang; they had to get supper at five, to call in the men, and as the latter, after eating, returned to the field to work until dark, the women had to do the milking and the light chores. Both grain and hay were hauled directly from the fields into the big barn—all or most of it.

Threshing was done in the winter after corn had been husked and cribbed, on the big barn floor, which extended under the over-projecting bays to give room for the circuit of the horses when treading out the grain, the driver being in a clear place at the centre like a ring-master in a circus. The "flooring" was finished with flails, the straw raked off, and the grain with the chaff piled in a corner for the fanning mill; then another flooring of grain was laid, the horses brought on, and the process repeated until the job was finished.



Model 27—5 passenger, fore doors. Price complete f.o.b. Winnipeg—\$1,673.00

Mr. DEALER

We have in previous years extended a cordial invitation to you to make our office your headquarters during Bonspiel. We take pleasure in again extending for your accommodation the use of our office.

An added feature of interest this year will be the BIG AUTOMOBILE SHOW which will be held at the Cockshutt Plow Company's Building, corner Princess St. and Pacific Ave., Winnipeg, February 13th to 18th. See our exhibit "Stand No. 1."

In addition to our display at the Show we will have a full line of our 1911 Automobile Models on view at our SALESROOMS, corner of Ross Ave. and Princess St., one block south of the Cockshutt Building; we will also have a large display of up-to-date Carriages including some exclusive new designs. If you are interested in either Automobiles or Carriages we will be pleased to give you our most courteous attention and demonstrate to you the advantages of handling our line.

Have your mail come in our care while in the City.

Yours truly,

McLaughlin Carriage Co., Ltd.
Cor. Princess St. and Ross Avenue.

Phone Garry
3704

Much threshing also was done with flails only.

Such was the routine of the average farmer's operations seventy years ago. His work being so distributed that it was continuous, with plenty of cheap labor to be had at busy seasons, he could pull through successfully, even though there was not a machine on the farm, and the outfit was only of such simple implements as I have described.

We came to Illinois in the fall of 1849, and we bought our supply of tools and implements in the spring of 1850. They were substantially the same in purpose as those we had used on the farm in Canada when we left it six years before, the practice of farming being about as primitive; but they had been considerably improved, most of them were of factory make, and the rest productions of the local blacksmith—none home-made. The cost of all that we bought then was less than \$50. Few farmers in the neighborhood had any more, and some had less. This outfit sufficed for bringing the farm under cultivation and operating it until we began to raise wheat largely, about the middle of the "fifties," when the boom created by the Crimean war encouraged wider production. In Illinois and the West at that time all grain was stacked and threshed out in the fall by threshing machines.

In those early days the soil of our prairie farms was new; it was mellow and worked easily; it had not yet been seeded to weeds, and it needed no manure. We worked hard, put in full time, got all the help needed at low price from farmer immigrants coming in from the East, and we made good money before ever we bought a machine of any kind.

In the first years of the war, when the army absorbed our help and high prices stimulated production, the demand for farm machinery became active and general; and such demand has continued and increased with deterioration of soil, increase of weeds, changes and improvements in methods, decreasing supply of labor, exacting demands and less work from hired help, and the general disposition to substitute machinery for manual labor wherever it could be done profitably or satisfactorily.

A young woman from the city had been staying on a ranch up in the cattle country for a few weeks. Seeing some calves running across a pasture, she exclaimed, "Oh, what pretty cow-lets!"

"Yes, miss," drawled the ranchman, pulling his moustache to conceal a smile, "they are pretty, but them's bullets!"



I.H.C. MACHINES AWARDED MEDAL AT TORONTO.

The illustration presented herewith is a reproduction of the diploma received by the International Harvester Company of America from the Jury of Awards of the Canadian National Exhibition recently held at Toronto. The exhibit which won the gold medal comprised the company's regular line of machines.

Calgary

J. A. Latimer, manager of the Cockshutt Plow Co.'s Alberta branch, has returned from a visit to the East and South. While away he visited the factories at Brantford and the Frost and Wood Co.'s factory at Smith's Falls, also spending a few days at Toronto, Chicago, Detroit and Winnipeg en route.

J. A. Brookbank, manager of the I.H.Co. at Calgary, left on Saturday, January 28th, for a trip to the factories of his company at Chicago and Hamilton. He will be away about a month.

S. H. Roe, Alberta manager for Tudhope, Anderson & Co., has just returned from a week's visit in Lethbridge, where he was opening up a branch warehouse for his company. H. A. Allison, formerly of the Calgary office, is in charge of the new branch, which will be under the supervision of Calgary.

W. M. Jamieson has closed up his office and showrooms in the Dick Block, East Calgary, and has now his offices in the new Mackie Block on Main Street. Mr. Jamieson has decided to discontinue handling the miscellaneous lines he had, and devote his

entire attention to the jobbing of carriages.

J. P. McGachen, of the Saskatoon branch of Massey-Harris Co., has been transferred to Calgary, where he has been appointed assistant to Mr. Trickey, with the position of office manager. He takes up his duties February 1st.

H. A. Dunn, manager for the John Deere Plow Co., has been ill in the hospital for over a week with a slight attack of pneumonia. He is now able to sit up again, and expects to be able to resume his duties in a very few days.

The wholesale implement meeting which was to have been held on the first Saturday in January was postponed until the first Saturday in February owing to a large number of the members being out of the city at the time. At the February meeting the annual election of officers will take place.

Fred Wright, of the Canadian Moline Plow Co., has not yet returned from his trip to the Coast and southern points. He is expected back early in February.

The John Deere Plow Co. have practically completed arrangements for a splendid large addi-

tion to their present warehouse, extending from their present building to the corner of First Street East and Tenth Avenue, on the property they purchased some time ago. The addition will cover a space 65 by 100 feet, and will consist of three storeys and a basement, built of brick with stone trimmings. The cost when completed is expected to be in the neighborhood of \$75,000. This will give the Deere Company one of the finest implement warehouses in the West. At the present time they are making extensive alterations to their offices, necessitated by the great increase in their business there the last couple of years. The new offices are very commodious, and very artistically and tastefully finished.

The Alberta implement men and the farmers, have been watching the reports of the tariff negotiations at Washington with the deepest interest, and now that the results of that conference have been published opinions are being very freely passed as to the result.

The general trend of feeling is that the result is fairly satisfactory to all concerned, so far as Western Canada at least is concerned. There is some feeling among the farmers that the duty on implements should have been reduced more than was done, but they feel that, taken all round, a decided advantage has been gained. Business men also are generally fairly well satisfied with the result, and it is hoped that no serious obstacles will be presented or changes made when the measures come before the respective parliaments.

The largest gathering of farmers ever held in Alberta took place recently in Calgary, when the Alberta United Farmers held a big conference in Calgary, at which over 400 delegates were present. A great amount of work was done, and many matters of importance discussed. Some of the discussions had a bearing on the machine business, the following being one of the resolutions passed:—"That the executive recommend to the government that a law should be passed along the line suggested by the Minister of Agriculture that the machine companies should be compelled to use a simple, uniform style of agreement in connection with the sale of machinery, and that the government be requested to prepare an agreement which shall be the only recognized agreement allowed in this province; and, further, that the executive of the A.U.F. be allowed to pass upon this agreement."

The annual late-winter scramble for goods will soon be on. Happy is the dealer who placed his specifications early.

You will be Welcome to our City

DURING BONSPIEL WEEK FEBRUARY 8th TO 18th

YOU, your customers and their friends, are cordially invited to make this house your own during Bonspiel or any time you are in the City. If we know you, we will be glad to see you. If we don't know you we want to meet you.

If you are not familiar with our line we want to tell you about it. If you are not in a position to do business with us now **you may be later**. We would like to meet you. Your interests and ours should be mutual. You have a lot of customers to supply, we have a fine line of plowing and threshing machinery to sell; goods that will help you get other customers—**an endless chain of comfort**.

Plowing and Threshing Machinery is not all we have; **we have service**. You need that. Your customers need **good service**. Think it over, come in, let's get acquainted. Have a smoke with us, we will enjoy it and we believe you will.

We believe you will find the **AMERICAN-ABELL** staff just as good a bunch as you will meet while in the City.

Our 1911 line of plowing engines are just a little better than ever, and you should see them without fail during Bonspiel.

Our line of threshing machinery is complete **and good**. **Come in and see us**.

OUR CREED

We believe that honest goods can be sold to honest people by honest methods

American-Abell Engine and Thresher Co. Ltd.

Western Headquarters

Regina

Edmonton

Calgary

WINNIPEG

Saskatoon

Toronto

We represent—

THE ADVANCE THRESHER CO., OF BATTLE CREEK, MICH.

THE MINNEAPOLIS THRESHING MACHINE CO., OF HOPKINS, MINN.

Brandon.

The popularity of the automobile in Brandon during the past few years has been most marked, and the ever-increasing number of vehicles in the city has rendered necessary the provision of more commodious premises for their repair. With this in view the Brandon Auto Garage Co. have practically decided on the construction of a new garage on Princess Avenue between 10th and 11th Streets. It is understood that plans have already been drafted, and that they will call for a two-storey building with full basement entirely fire-proof, with a frontage of 50 feet and a depth of 600 feet. Tenders have already been called for the excavation, with a view to an early start being made as soon as the weather permits.

The Cockshutt Plow Co. have moved in to their new and commodious building. It is situated on Pacific Avenue, at the foot of 6th Street, and they have one of the best-appointed offices and showrooms outside of Winnipeg. An electric hoist, 8 by 15, with carrying capacity of 3 tons, is being installed, which will place them in a position to handle goods with despatch. A spur track of the C.P.R. to hold two cars is to the north, enabling them to unload direct into the basement. With all these advantages the company will be in a position to take care of the trade from the local dealers for many miles around Brandon.

Dealers are invited to inspect the premises when in Brandon.

A. B. McLeod, of the firm of McLeod & Hanley, implement dealers, is at present on a visit to friends in the East. It is some years since Mr. McLeod has visited Ontario, and we predict a very pleasant time for him, and

we can assure a good welcome to Sandy on his return.

A. Stewart, implement dealer of Oak Lake, was a visitor to the city.

W. Chisholm, of Chisholm & Wood, implement dealers at Bradwardine, was also a visitor.

A. H. Kennedy, late of Minneapolis, has been appointed manager of the North-West Thresher Co. Mr. Kennedy has already spent some time in Manitoba, having been in the collection department, working from Portage la Prairie on the lines running to the North-West.

A. E. McKenzie & Co., seed merchants, are at present moving their stock and offices into their six-storey building on 9th Street. The Railway Commission have granted to the C.P.R. the right to run their spur track on the lane between Rosser and Pacific Avenues, crossing 9th Street, which will give McKenzie & Co. a track to their new building.

The Brandon Bonspiel opened Monday the 23rd, and the entries greatly exceed the expectations of those in charge. The number taking part will be over 50. Some very fine trophies have been given by merchants and others. One new feature this year is a farmers' class, and four very fine prizes are offered, the first being a small gasoline engine, given by the Stover Gasoline Engine Co., of Brandon. Other implement concerns have also given donations.

Eugene Murphy, owner of the Mount Forest Woollen Mills, Mount Forest, Ont., one of the pioneer manufacturers of Ontario, has been in the city on his annual business trip. Mr. Murphy, who is now seventy-three years of age, has been covering this territory for many years, and is one of the best-known manufacturers from the East. He says that he finds

business better than ever, and the outlook is good for a very busy spring and summer trade.

Geo. H. Smith, implement dealer, is spending a few days in Winnipeg.

James McGregor, implement dealer, Austin, is with a rink at the bonspiel.

The annual meeting of the life governors of the Brandon Hospital was held Monday the 16th, at which the financial statement was laid before the meeting, showing that the hospital was in good shape. The number of patients admitted during 1910 was 1520—an increase of 295 over 1909.

A new sterilizing plant has been purchased and is to be installed in the near future. The new heating system, costing \$10,000, is in operation, and has proved satisfactory in every respect. All the former directors with the exception of two were re-elected.

The Manitoba Government Telephones in this district have been experiencing great difficulty in maintaining good service during the severe weather, and conditions have been particularly bad on the rural lines. In the new directory the Brandon Exchange will show an increase of over 300, making a total of over 1,500, over 300 of these being on the rural lines. A new departure in this city is the installation in the new Cecil Hotel, 10th Street, of a private branch telephone exchange, for which the Manitoba Telephones have completed the wiring. This will be the first system of this kind put in our city. The Cecil will have its own switchboard, which will consist of 46 'phones, one in each room, and an occupant of any room will be enabled to talk from his own apartment to anybody on the local or long distance lines.

A novel plan to build a winter road has been adopted by William Nichol, a farmer, living five miles north of the city, and until the blizzard destroyed it an automobile could have been run on the road. All that was used was a land packer and roller, and to make the road as good as an ordinary city street in winter time only two trips were made over it with the packer followed by the roller. Four horses were used on the packer, which was heavy drawing, but would have been easily operated by six horses. Since the blizzard Mr. Nichol has again re-made the road. The several roads in this district are in an impassable condition, and farmers are discussing the advisability of a general movement to build roads as Mr. Nichol has done, which would, with average weather, solve the bad roads question in this country.

J. L. McDougall, implement dealer, of Virden, was a visitor to our city.

The Provincial Royal Commission on Technical Education met on the 18th January, and visited the Indian industrial school and experimental farm, the Brandon College and Collegiate and other points of interest in the city. They concluded their sessions Friday, the 20th, and were greatly pleased at the interest the citizens generally took in the matter, and considerable information was obtained from business and professional men, travellers and citizens who gave evidence.

Plans for the new asylum are said to be completed, and it will be a magnificent structure. The new buildings will be four storeys in height, 372 feet long and 150 feet deep at the two wings, which project out in front of the main structure. Brick and stone will be used in the main walls, while steel beams and reinforced concrete floors will make the building fireproof throughout, and the fittings, heating and lighting will be thoroughly up-to-date.

The Brandon Turf Club has already announced its programme for Victoria Day Races, Wednesday, Thursday and Friday, May 24, 25, 26, and the card is easily the best ever offered in Western Canada, purses to the amount of \$8,600 being offered.

J. B. Skeed, of Winnipeg, has been making an inspection of the electric wiring here, and pronounces it defective generally. Mr. Skeed represents the underwriters, and came here after Brandon parties had made application for a reduction in insurance rates.

Charles Brown, implement dealer, of Boissevain, was a visitor to our city.

P. B. Barager, implement dealer, Arcola, was also a visitor.

Though the Brandon Winter Fair is two months distant, busi-

SPECIALTIES

NOT THE KIND YOU TAKE A CHANCE ON.

We are making a specialty of a few lines of direct interest to the Implement Trade and would be pleased to have you call on us while in at the Bonspiel, and get one of our Implement Specialties Catalogues, or, if not convenient to do that, just drop us a card and we will mail one to you, **we know that it will interest you.**

D. ACKLAND and SON, LTD.

65 to 68 HIGGINS AVE., WINNIPEG.

ness in this connection is getting very brisk. The numerous enquiries which Manager Smale receives every day indicate that the Winter Fair will be larger than ever. While the Fair Board will be without its own building, which is being temporarily used as an asylum for the insane. Good accommodation for exhibits and visitors is being made at the Summer Fair grounds, and there is no reason to expect that there will be anything lacking in the way of conveniences when the Fair dates arrive. The poultry show in connection with this Fair will be held in the Armory on 11th Street and Victoria Avenue, which is admirably suited for such an exhibition.

A meeting of the executive of the Union of Manitoba Municipalities and Brandon Hospital Board was held in Brandon recently. The purpose of the meeting was to discuss the report of the Grand Jury, which recommended at the fall assizes that the Union take up the matter, and make recommendations to the provincial government as to the best way in which to assist the Hospital Board in financing the erection of more buildings, which are badly needed owing to the increasing population. The Hospital Board will require about \$50,000 for building purposes, and it was decided to ask the government to guarantee their bonds to this amount.

A delegation of Brandon business men met General Manager Chamberlain of the Grand Trunk Railway, who promised them that the company would build a branch from the north into our city in the near future.

The general feeling of visiting curlers is that Brandon must build a large up-to-date rink if they want outside curlers to take part in their Annual Bonspiel, and it is altogether probable that the matter will be taken up in the coming spring.

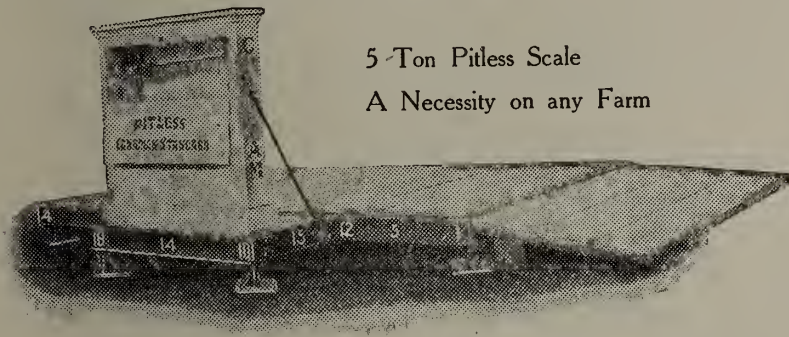
To want something you have not got, and to tire of what you have, is the incentive to all exertion.

A Dainty Calendar.

The Kramer Co., Paxton, Ill., have favored us with one of the most attractive and artistic calendars we have yet seen. The subject is a young girl's head, portraying "Innocence," and exquisitely hand-painted in water-colors. The maiden is wearing a shady summer hat, and with her unbraided hair is typical of "sweet sixteen."

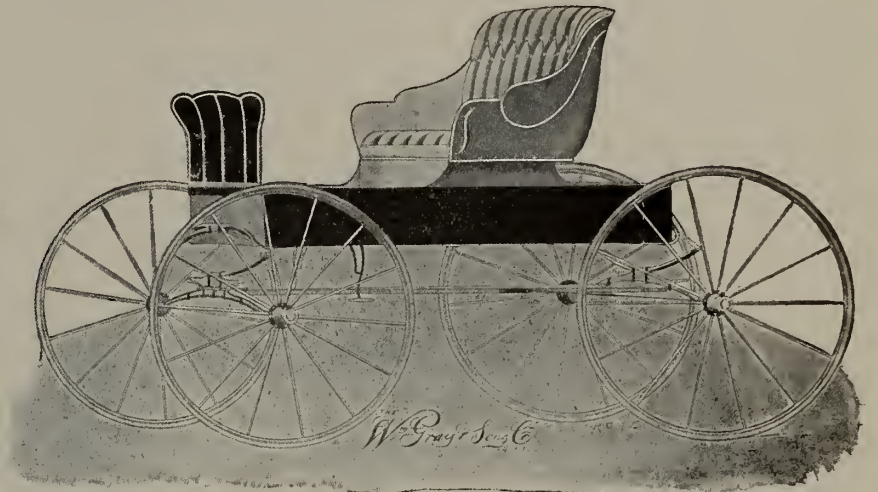
Take away some men's money and there would be precious little left.

A friend is always your friend. The sunshine develops him, the storm tests his strength.



5-Ton Pitless Scale

A Necessity on any Farm



Spring is almost here

and we are prepared for an opening rush with the biggest and most complete stock we ever had.

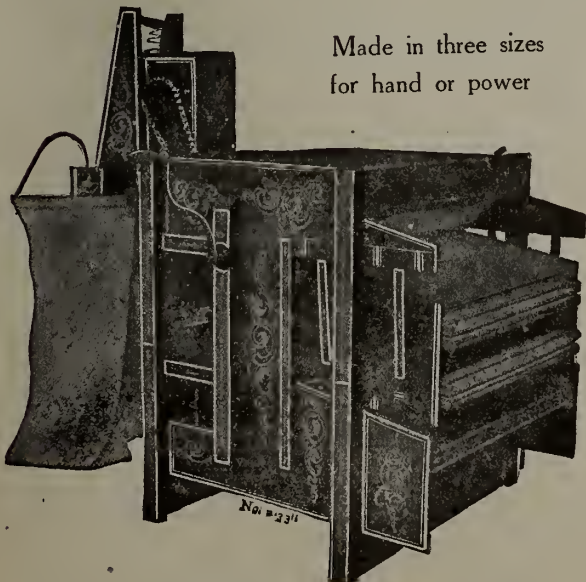
We are now appointing Agents in all unrepresented Districts

If you are in Winnipeg for the Bonspiel call at our office and warerooms, Jessie Avenue, Fort Rouge (Park Line car) or phone "Fort Rouge 380" and we will have a representative call wherever you may be stopping.

GRAY - CAMPBELL LIMITED

MOOSE JAW, Sask.

WINNIPEG, Man.



Made in three sizes
for hand or power



What the Farmers Wanted

Hon. George E. Foster in Canadian Century

The Grain Growers' deputation has visited Ottawa and presented its case with great fulness to the Government and Parliament. It was large in numbers, excellently well organized, thoroughly disciplined, intelligent and business-like, and did its work with precision and skill.

Its resolutions were tersely put, its speakers well chosen and clever, and they made their points with a clearness and closeness which may well have been envied by more practised orators. The deputation impressed one as sincere and very earnest, and, so far as outward appearances indicated, was entirely unanimous.

Altogether it was a notable gathering, and easily ranks as the largest of its kind ever known at Ottawa. Few who witnessed it will soon forget the scene and its unique settings in the old historical House of Commons.

And now that it has come, delivered its plea and dispersed again to the four corners of Canada, we have time to muse over the spirit, the matter and the merits of the great demonstration.

THE REQUESTS MADE.

Outside of the Railway Act, Bank Act Amendments and Co-operative Society legislation asked for, none of which were at all startling, their demands were comprised in four propositions—few in number, it is true, but so far-reaching that their full realization would involve little short of a revolution in principles and methods at present followed.

1. The Government was asked to institute and operate a national chilled meat industry, to find the money therefor and conduct it either solely as a Government business or on some co-operative plan, paying all expenses out of the proceeds and returning the profits to the sellers. Provision was asked to be made to pay off the first capital cost by setting aside a portion of the profits annually. This means that all the capital shall be first provided and all the risks run by the State, and that all the profits shall accrue to the producers of food animals. It means, also, that, if undertaken by the State, it must be State-wide in its operation, and not confined to a section of this class of producers. The principle, once adopted and carried to its logical conclusion, must be extended to all classes of producers, and would, when fully embodied, socialize the entire economic system of the country. To confine it to one class, however important, would mean the taxation of

all to provide a marketing mechanism for one, which is contrary to the Grain Growers' doctrine as respects tariff and transport.

2. The Government was asked to build and operate the Hudson Bay Railway—an extension of the principle of public ownership and operation which now obtains in the I. C. R. and the canals. In this the deputation had a strong case. More even than the Intercolonial is this route—peculiarly a common highway for the national benefit—defeated in its purpose and futile in results unless it be built with all possible economy and operated at lowest cost and absolutely barred to private or corporate exploitation.

But it would appear that the deputation, having gone so far, must go further and insist upon a line of steamships, established and controlled by the Government, to connect the railway with the European markets. To ensure a correct basis for one-half the route and neglect to provide for similar safeguards on the other would risk the efficiency and defeat the purpose of the whole project. This involves a vast initial outlay by the State, and a continuing complex and expensive operative system also financed by the State.

3. The Government was asked to provide, by purchase and construction, for terminal elevators, and to operate them by means of an independent commission. It was urged that, in order to obviate suspicion and ensure confidence, the grain grower must be assured that his product, paid for on its grade inspection at the elevator, is not only properly graded, but that the elevator shall fulfil its trust of cleansing, storing and delivering the grain true to grade and free from manipulation of any kind. On the absolute fidelity of the elevator to this trust depends the price to the grower, the quality to the buyer and the reputation of Canadian grain in the ultimate market.

There seems little doubt that the temptation and opportunities afforded the elevator companies for private gain at the expense of the grower and the millers are so great as to constitute a grievance of magnitude, and one which must be effectually remedied. Can this be done by supervision and control? If not, then how? It appears to be up to the Government to solve the problem. If it can be done only through State ownership and operation, here, if ever, is a justification for the exercise of such powers.

But here, again, the cost of elevators on both oceans and at

many ports and also on the lakes, involves the pocket of every taxpayer in Canada. It is State aid that is invoked, and State aid for the profit and advantage of a class.

If any doubt existed in the wording of the resolution, it was wholly removed by the elaborate reasoning with which the speakers supported and enforced it, culminating in the dramatic and wildly applauded assertion of one of their advocates that "They had this day flung wide a flag which would not be furled until it had been planted on the ruins of protection."

THE EFFECT UPON CANADA.

Without disparaging for a moment the sincerity and conviction of the Grain Growers' Association, one may question whether they have taken into account other interests and other phases of development and the effect thereon if their tariff demands were complied with.

The foreign trade of Canada runs over \$650,000,000, and its internal traffic is vastly greater. This has been gradually built up to its present dimensions on a certain fiscal basis, supported by 35 years of public sentiment and legislation. Vast systems of transport at immense cost have been developed to accommodate and extend this trade, into which pours the products of many great industries and occupations. Never were progress and expansion more gratifying throughout Canada than now, and never the promise brighter for still greater progress and expansion.

How would the tariff proposals of the deputation, so definitely expressed, so insistently demanded and pressed for immediate adoption, affect all this development. Is it certain that their adoption would prove a panacea even for all the ills complained of as attaching to the farmer's vocation? Is it quite clear to the minds of the deputation what effect this sudden and pervasive change in our fiscal policy would have on all other interests and on the general development of our national ideal? These things must be made very clear before the demands of even so intelligent and strong a deputation can hope for a favorable verdict from the grand jury of the nation. And when such proposals are transplanted from the atmosphere of the club or association, where but one interest is uppermost and one view favored, to the forum of the whole country, the perspective changes and other interests crowd to the foreground.

THE MEANING OF THE PROPOSALS.

These three proposals present a programme of great magnitude

and far-reaching consequences. The first is fairly revolutionary, and all call for immense initial outlays by the State—that is, by the individuals of the State—in the shape of taxation, by which alone money can be provided. These proposals lay their advocates open to the question posed by themselves with great force against the protective policy. They now are open to the question: "By what right do you compel the artisan, the manufacturer, the fisherman, the miner, the market gardener, the fruit grower, the professional man and the multitudinous urban dweller and business man to put his hand in his pocket and furnish the capital and take the risks in operating a Government mechanism for purchasing, slaughtering and marketing the beeves, hogs and sheep of prosperous and often wealthy farmers? Or to undertake to buy, build, equip and run costly elevators to the end that grain growers should be provided with business checks on the progress of their product from the farm to the market?"

It is clear that to apply to these propositions the positive and unrelenting reasoning applied by the grain growers to other industries would prove their confusion. All this serves to show how complex and gigantic is the task of building up a nation, how divergent and varied are the interests which are to be developed, and how necessary is the application of all-round consideration and mutual "give and take" to the problems that confront us. Academic theories and the deductions of cold logic must be dominated by the spirit of conciliation and sacrifice and by an ever-present sense of the vital correlation and wide comradeship of the great and varied interests of the country.

In these three proposals one class—the grain growers—asks the State, i.e., all classes, to tax themselves to provide it with profitable business machinery. Well and good; but can it then logically deny aid by the State to the other great industries?

The moment it demands State aid and co-operation, its case against the manufacturing industries falls to the ground.

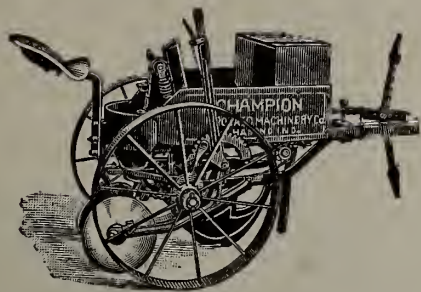
But it is when we reach the final proposal of the deputation that the fine import of its mission is developed.

What is asked? Reciprocal free trade with the United States in all fruit, fish, lumber, agricultural and animal products, in fuel and oils, in spraying materials, fertilizers, cement, agricultural implements, machinery, vehicles and parts thereof, and an immediate reduction of 50 per cent.

O.K. CANADIAN AUTOMATIC POTATO PLANTER

RELIABILITY

DURABILITY



SIMPLICITY

Write for our 1911 Catalogue and provide yourself with a complete line of satisfactory potato machines. Our prices and terms are attractive to dealers.

CANADIAN POTATO MACHINERY CO.
LIMITED
GALT ONTARIO

The only manufacturers of a complete line of successful Potato Machines in Canada.

**CANADIAN
PACIFIC**

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Western Excursions

\$49.20

FOR THE ROUND TRIP

From Winnipeg, Portage la Prairie, Brandon
and Regina

TO

**Vancouver, Victoria and
Westminster**

Corresponding Low Fares from Other Points

February 14, 15 and 16, 1911; good to return within
three months from date of issue.

Apply to the Nearest C.P.R. Agent
for Full Information

THE "FLOUR CITY" TRACTOR WILL DO YOUR PLOWING AND GENERAL FARM WORK CHEAPER THAN HORSES OR STEAM!



As an economical factor on the farm, the "Flour City" Gasoline Tractor has come to stay. It is always ready to put on any kind of work, and is cheaper than horses or steam. It will do more plowing in a day than thirty horses.

The "Flour City" is considered the best designed, best built, strongest and most economical tractor on the market today.

It is of the four cylinder type, which admits of a lighter construction. The "Flour City" gives the maximum power with the minimum weight. It does not pack the ground so hard, and will pass over soft places where others cannot

The "Flour City" twice won the Gold Medal at Winnipeg, and the following letter is more evidence of its superiority

GENTLEMEN,—

Regarding what I have been able to plow per day with my 40 h.p. "FLOUR CITY" Tractor, and how much I have made with my short season's run in the operation of same, beg to advise that I plowed 20 acres per day of ten hours in breaking with 14-inch bottom plows, and plowing from 4 to 5 inches deep. The engine can pull from six to eight bottoms, according to the depth we plow and the conditions of the soil. We have plowed 800 acres this season, and I have made a net profit over and above all expenses of \$300.00, which is practically 20 per cent of my investment. Would have done considerably better had the ground not frozen up so early this fall.

Regarding cost of repairs and operation of my "FLOUR CITY," I find it is only one-third the cost of operating a steam engine. Must say that I am exceptionally well pleased with my 40 h.p. "FLOUR CITY" Engine.

Yours very truly,

J. J. GRANT, Ingleside, Man.

KINNARD-HAINES CO. Minneapolis, Minn.
Dominion Agents: **ONTARIO WIND ENGINE & PUMP CO., LTD.**
WINNIPEG TORONTO CALGARY

SELLING BELOW Manufacturers' Cost

Disc Harrows,

Prairie Breakers,

Sulkies and Gangs

at prices never before offered retail dealers.

We have also a good stock of 13 in. and 15 in. Universal Rolling Coulters at less than half the agents' usual buying price. They will fit your plows.

All the above mentioned are brand new and complete.

Repairs if required later on, will be supplied at reasonable prices.

Paris Plow Co. Ltd.

937 Logan Ave. West, Winnipeg, Man.

(Continued from page 38.)

of the general duty on imports from Britain, with the stipulation that even this lightened duty shall be entirely removed within ten years.

The issue is the plain one of free trade with direct taxation for revenue, and a complete elimination of the principle of protection in every form. Give legislative effect to these tariff proposals to-morrow, and what would happen?

OUR ESTABLISHED TRADE ROUTES WOULD BE VITALLY AFFECTED.

Freights would change as to points of origin and destination, and seek new channels of transit to the detriment of the old. In proportion as the volume of traffic was enlarged north and south it would be diminished east and west. Canada would get the short haul, while the United States transport systems would benefit by the long haul. To the extent that Canadians bought and sold more in the United States and less in Trans-Atlantic countries this would affect both our interior lines and our ocean routes. The tendency would be to attract to the United States steamship lines, their sea-ports and railways, more and more of our trade to and from Europe.

We have for more than thirty years been straining every nerve to develop Canadian trade routes, and have spent billions thereon. Shall we now suddenly and with a light heart put all these in jeopardy? Even now the Welland enlargement, the Georgian Bay Canal and the Hudson's Bay route are being pressed forward, and will call for hundreds of millions more. To what end if our trade is diverted to north and south lines?

The next effect would be felt by the industries involved, and these would be practically all our industries. Free reciprocity with the United States in the commodities proposed and a cut of 50 per cent. on imports from Great Britain would vitally affect every cotton, woollen, coal, leather, wood and metal industry in Canada, and would shut up most of them. The cut in duties is not to be exercised with dis-

crimination; it is to be arbitrary and horizontal and instantaneous. No legislation was ever proposed on so inconsiderate and mechanical a basis.

It needs but a moment's reflection to visualize the resulting confusion, the crash of business enterprises, the depreciation and dislocation and loss of capital, the stoppage of industries, the non-employment of wage-earners, and the transfer of capital and labor to other countries. The sunken capital and idle labor would not go to the farms, and new capital would find no inducements.

To pit Canadian industries unprotected against the competition of the world of protected nations could only have one result. Nor in free-trade England could they sell their cottons in competition with Lancashire, nor their woollens against Yorkshire nor their steel against Birmingham and Sheffield. They would go to the wall.

And a Canada without great industries would not fulfil its destiny in the development of its rich resources of material and powers, nor would it in the end be a profitable and desirable arena for the farmer himself.

Editorial Note.—It would seem advisable for those who have so strongly advocated the changes referred to above to consider carefully what would be the results, remembering that there are two sides to every question, and that propositions of such far-reaching effects should be well weighed before any radical steps are taken. What seems to-day a solution of many of the farmers' grievances may at some future period have a malignant influence on the prosperity of Canada as a nation.

Winnipeg Automobile Show.

In addition to the other attractions of the Bonspiel and the usual inspection of implement stocks, dealers visiting Winnipeg will find a display of unusual interest in Western Canada's First Annual Automobile Show which has been promoted by the Winnipeg Motor Trades Association. The Cockshutt Plow Company

have loaned a portion of their building on Princess Street and Ross Avenue, Winnipeg, for the occasion, although it has been found impossible to grant space to every request. It is hoped that the present show, although not on such an extensive scale as was wished, will yet be fairly representative of the lines handled by Winnipeg firms, and, with the inclusion of the big accessories exhibit and the motor cycles, will prove extremely interesting to motorists in Western Canada, and will be so successful as to warrant the preparation of a scheme for the building of a coliseum in Winnipeg suitable for the holding of big events of this nature. So many varied interests in sporting circles could be taken care of in such a building, that it is more than probable a scheme of this nature will be successfully carried out, providing for a first-class building in which a thoroughly representative show can be staged for 1912. If this is done, Winnipeg will have a combined automobile, motor boat and motor cycle show equal to any of the more pretentious shows put on in the large cities of the United States.

Annual Meeting of Cost Educational Association.

The annual meeting of the Cost Educational Association was held January 16, 1911, at Kansas City, Mo.—E. W. McCullough, president, in the chair, and W. A. Jones chosen secretary pro tem.

The annual election of officers resulted in the re-election of all of the old officers. H. J. Hodge of Abilene, Kansas, was appointed secretary; he is also secretary of the National Federation of Retail Implement and Vehicle Dealers' Associations.

On the president's report that the National Implement and Vehicle Association would make retail cost accounting a special feature of their cost department, and would originate and print information for distribution on the "Cost of Doing Business," it was decided to continue the Cost Education Association in an advisory capacity by the passage of the following resolutions:—

(1) That the National Implement and Vehicle Association be requested to continue the work of the Cost Educational Association in originating and publishing cost information relating to the implement and vehicle lines, also of securing the co-operation and support of the manufacturers and jobbers and their selling forces in urging the importance of the work on their trade.

(2) That the National Federation of Retail Implement and Vehicle Dealers' Associations be requested to arrange with each of their constituent associations for

the appointment of a standing committee, to be known as the Cost Committee, the chairman of which will be responsible for the proper distribution of such cost literature as may be furnished by the cost department of the National Implement and Vehicle Association, for all the territory covered by his association, to both organized and unorganized dealers.

(3) That the Cost Educational Committee be continued as an advisory organization to supervise and receive the reports both of the cost department of the National Implement and Vehicle Association as to their work, and also of the National Federation of Retail Implement and Vehicle Dealers' Associations as to results obtained in work done by their constituent associations.

Furthermore, that the annual meeting of the Cost Educational Association be held at the same time and place as the meeting of the Dealers' Federation; also, that the travelling expenses of the officers and executive committee, while attending this meeting, be paid by the respective divisions of trade they represent.

These resolutions were, later, approved and adopted by the Western Retail Implement and Vehicle Dealers' Association, which was in session in Kansas City at that time.

The secretary was instructed to issue a call for the annual dues which were payable January 1st, 1911, and the meeting adjourned with the understanding that its next meeting would be held at the same time as the meeting of the National Federation of Retail Implement and Vehicle Dealers' Associations in Chicago, October, 1911.

Bright and Attractive Calendar.

The Ontario Wind Engine and Pump Co. have favored us with one of their 1911 calendars, which is brightly lithographed, and designed to contrast modern and old style wind power. The prominent feature is an old red brick Dutch windmill, standing on the banks of a placid stream, which reflects the golden light of sunset. A modern steel tower windmill and flagstaff are shown in close proximity. The centre panel is given to a "Flour City" gasoline tractor trailing a John Deere gang plow; and their "Stickney" gasoline engine and Toronto feed grinder are also depicted.

The true, strong and sound mind is the mind that can embrace equally great things and small.

The last man who was really able to edit a paper that pleased everybody died about two weeks before printing was discovered. He has remained dead ever since.

Planet Jr.

The greatest labor-savers and time-savers ever invented for the farm and garden! A Planet Jr. does the work of 3 to 6 men; and does it better. Makes you independent of indifferent help. Made by a practical farmer who knows the every-day need of other farmers. Thirty-five years' experience. Fully guaranteed.

No. 4 Planet Jr. Combined Seeder and Wheel-Hoe saves time, labor, seed and money. Almost all useful garden implements in one. Adjustable in a minute to sow all garden seeds, hoe, cultivate, weed, or plow. Pays for itself quickly, even in small gardens.

No. 8 Planet Jr. Horse-Hoe and Cultivator will do more in more ways than any other horse-hoe made. Plows to or from the row. A splendid furrower, coverer, hiller, and horse-hoe; and unequalled as a cultivator.

The 1911 Planet Jr. catalogue is free. It illustrates and describes 55 different implements for the farm and garden.

Write for it today.

S L Allen & Co
Box 1108Z Philadelphia Pa.

Write for the name of our nearest Agency

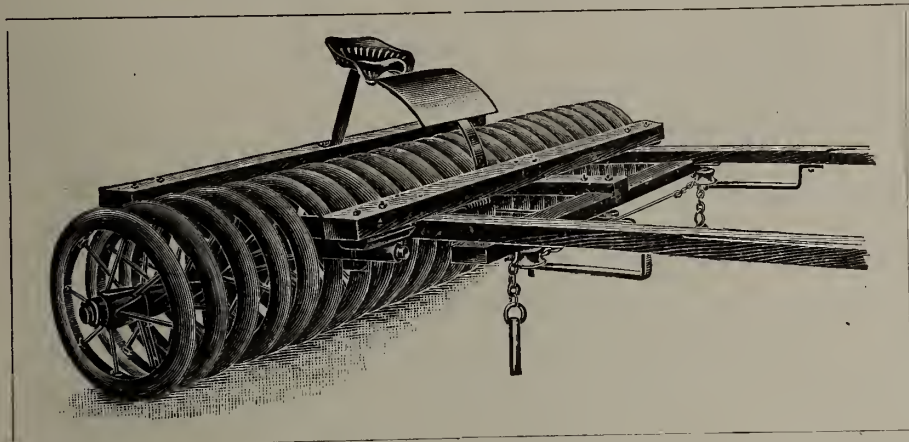


WHAT DOES IT MEAN TO YOU TO HANDLE

THE

Brandon Sub-Surface Packer?

HEAVIER CROPS AND A GREATER VOLUME OF BUSINESS IN YOUR VICINITY.



Made of Good Material

Best Finish

Durable

Well Braced

Strong

The Packer That Does The Work Satisfactorily

Write us and we will explain the advantages of Sub-Surface Packing.

BRANDON IMPLEMENT & MANUFACTURING CO. LTD. - - - BRANDON, MAN.

YOUR CUSTOMER REQUIRES A GOOD WAGON WHEN BUYING.
YOU SHOULD HANDLE THE

Brandon Farm Wagon

And sell him the best on the market. Leaves nothing to be desired in STYLE, FINISH and EQUIPMENT

Full Clipped Gear

Bent Felloes

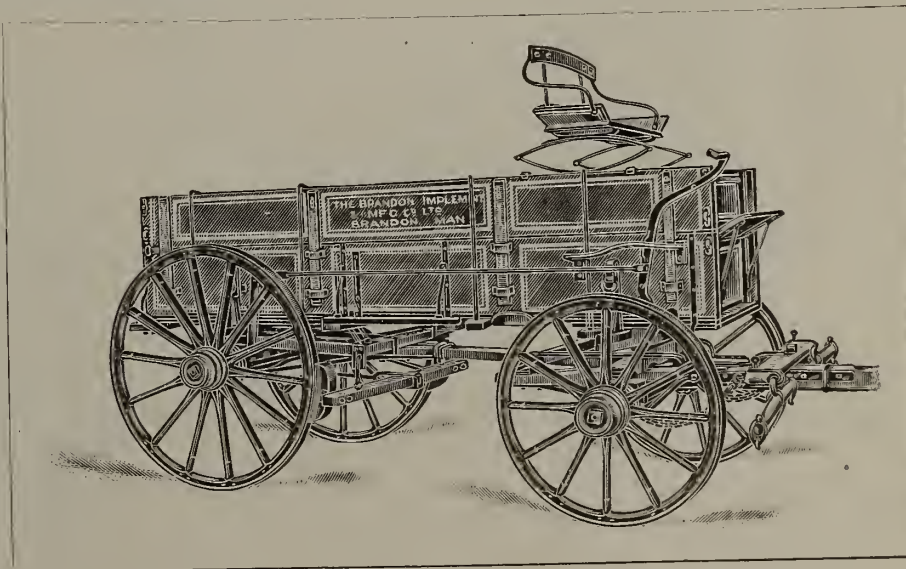
Cupped Hubs

Flanged Skeins to form Sand Cup

Stiff and Strong

Does not get Loose or Rocky

Illustrations on request.



BRANDON IMPLEMENT & MFG. CO. Ltd.
BRANDON **MAN.**

MANUFACTURING IMPLEMENTS

F. H. Bateman of Grenloch, N. J., delivered an address at the convention of Virginia and North Carolina Retail Implement, Machinery and Vehicle Dealers' Association in which he touched upon the relationship between the manufacturer and dealer. In part he said:

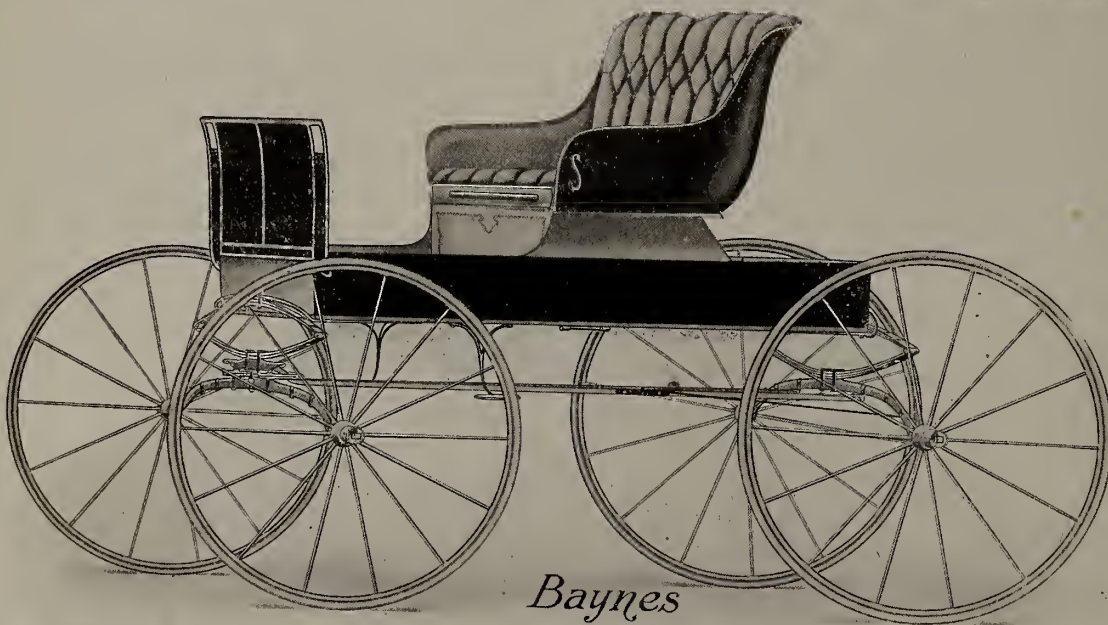
Our experience has shown that the dealer is very apt to overlook what it really means to manufacture and market an implement. In the first place, before an implement can be made, it must go through the experimental stage. It must be first laid out on the drafting table and thoroughly worked over by a designer of large and wide experience. In this work he meets with obstructions all of which must be overcome. After the

tool is thought to be properly designed the patterns must be made in both wood and iron, after which castings are made for trial, also steel, wood, and other parts. Then the parts are fitted for the trial tool and assembled—then look out for possible errors which have been made by the designer. This, that and the other thing won't do and provision must be made to meet the various troubles. When the tool is in readiness for field trial, the work of getting it "just right" may have only begun, depending upon the size of the tool and the amount of work which it is designed to accomplish. The matter of the trial of an implement is quite a serious proposition because some implements must be tested in different kinds of soil;

heavy clay, sand, rock, etc., at times all in the same field or even in the same rows. If it is a harvesting implement, nothing can be done in testing until the proper season has arrived. Sometimes this difficulty is overcome by shipping the implement to another latitude and the designer goes there at considerable expense. In making field tests consideration must be given to the different methods of culture and harvesting by farmers in different parts of the world. For instance you harvest your potatoes here while the vines are green while, in other sections, they never think of digging until the vines are dead and there is often such a growth of weeds and grass that you can scarcely find the rows. If, after all of this

work and expense, the manufacturer finds that the tool as designed will not do the work, it must be consigned to the scrap heap, another started and the same operations repeated, endeavoring at this time to get something to "beat the world." On the other hand, if he finds that the tool which he has been working upon and dreaming about, really has merit it has to be patented so that when he gets it on the market no other manufacturer can make it without, at least, some thought to get around the patents. Sometimes, even after a patent has been allowed, a manufacturer has to fight to make his patent stand, spending a lot of money in litigation before the courts decide in his favor. After the tool is right there comes the question of its manufacture—how it can be done best and quickest—dies for forming the steel parts, jigs in which to drill the castings, forms for the wood parts, etc., must all be worked out. These items are very expensive and bear directly on the question of selling price. Aside from this, the question arises, in what quantities the implement should be made in order to secure the lowest possible cost. Would you believe it, after this is all settled and our traveling man calls upon the dealer, he is often met by an inquiry as to how much cast iron there is in it, how much malleable and how much steel—the dealer desired to figure out how much the tool would cost with pig iron at \$18 a ton, lumber at the local market price, and steel on the basis at which rails are sold. You do not need to be a mathematician to see how impossible it is for us to sell our goods on any such basis because, in addition to the actual cost of the development of a tool and its manufacture there are overhead expenses, such as interest on the plant and machinery, taxes, insurance, salaries of foreman and office employees, advertising, salesmen, traveling expenses, freight allowances, discounts, etc. You are not the only ones that have troubles, brothers. Do you know your own cost of doing business?

The manufacturer oftentimes experiences great difficulty in trying to interest the dealer in the matter of introducing new machinery. The dealer fights shy—many of them do not want to help with preliminary work. Some dealers do, to protect an already large trade. The manufacturers spend much money attending the fairs, making use of the farm papers and other means to get new goods in the hands of the farmer and the dealers should co-operate. Otherwise, they may lose opportunities for the sale of large numbers of implements in which there is good profit.



No. 555 Twin Auto Seat Bike Wagon.

If you are looking for a snappy turn-out, here it is. From the rubber cushion tyres to the new Twin Auto Seat this Bike Wagon is the real thing. Finished plain—the design needs no ornamentation to make it handsome. And like all

BAYNES BUGGIES

it stands right up to the work.

Our Twentieth Century Shafts, now supplied with the whole Baynes line, mark another step in advance. They are practically unbreakable. Get particulars from your dealer and note their construction. Note, too, that every Baynes Buggy carries the "**Baynes Unlimited Guarantee**" which protects you from any possible imperfections.

We are looking for hustling representatives throughout the West. Write at once for terms and territory.

A. C. McRAE, Winnipeg, Man.

W. T. BELL, Saskatoon, Sask.

M. C. DREW & SONS, Vancouver, B.C.

The Baynes Carriage Co. Ltd., Hamilton, Ontario.

Figure it Out.

A great many dealers who never bothered to find out exactly how they stood have begun to investigate since the campaign on Cost Accounting has been inaugurated by various associations and by the trade journals. It is but a question of time when prices on raw material will advance, consequently the finished article will follow suit, and dealers must be prepared to make a proportionate advance in the price of their implements. What the future price on an implement will be must depend on other things than the increase the dealer himself will have to meet. He has to figure out how to make a living profit, and get away from the old system, under which he found that he was very little, if any, ahead at the end of the year. Every item of expense must be taken into account and a reasonable salary being added the price at which to sell at a profit is arrived at, and he must stick to that price, come what may. He should talk over matters with his competitor, and if he can also persuade him to take the above outlined stand, so much the better, but if the other fellow seems determined to drag along in the old way, making any reduction in price rather than lose a sale, why, leave him to his own devices.

The dealer who sells every article at a profit and as near a cash basis as possible during the coming year will, we believe, never regret it. Do business on business principles.

For the benefit of those of our readers who may have failed to clip and paste up the following rules as printed in a previous issue of this journal we produce them herewith:

1. Charge interest on the net amount of your total investment at the beginning of your business year exclusive of real estate.

2. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge in addition to what you pay the hired help an amount equal to what your services would be worth to others, also treat in like manner the services of any member of your family employed in the business not on your regular pay roll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage or any other cause.

5. Charge depreciation on buildings, tools, fixtures or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, lights, fuel, etc.

8. Charge all incidental expense, such as drayage, postage, office supplies, livery or expense of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowances made customers, bad debts, etc.

10. Charge collection expense.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales and it will show the per cent. which it has cost you to do business.

13. Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight) and the result will show your net profit or loss on the article.

14. Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis, and talk it over with your competitor as well.

If you can't boost your business, then get out of it.

A man is trusted for what he has, and not what he is.

Credit is extended according to the amount of push and initiative in a man and the opportunity and limitation in the community in which he lives.



Mr. Dealer Cater Can Sell You

Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order
Brandon Pump & Windmill Works

Brandon Man.



The Parks Coughlin Plowshare Fastener

Eliminates Plowshare Troubles.

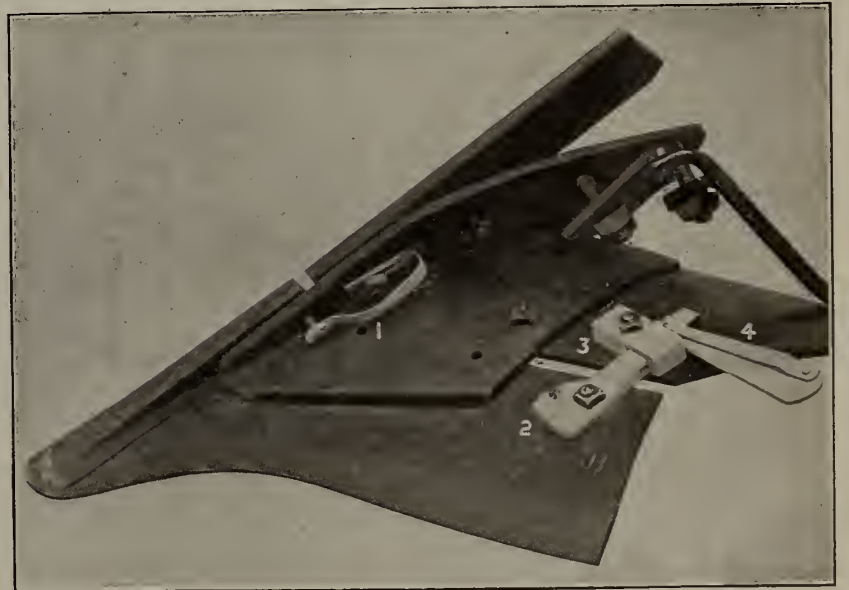
Mr. DEALER, you want this!

No need of night man for changing Shares!
No need of tipping Plow over to get at Shares!
No more trouble with burrs and bolts!

A Sprung Share Originated It!



CLOSED



OPEN
1. Spring Bolt 2. Coupler 3. Lock Bar 4. Wedge Key

**Cheaper than Bolts and as Strong
HAS STOOD EVERY TEST**

Change shares in forty seconds. Simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share in position, secure the spring bolt, insert the key and drive it in with your wrench.

EVERY USER OF A PLOW WILL WANT THIS

Write us for full particulars Now

Implement Specialties Corporation, Ltd.,

304 McIntyre Block, Winnipeg

THE SHEEP INDUSTRY

The impression is evidently gaining ground amongst the breeders of pure bred sheep in Canada, that the only prospect of securing for themselves a steady annual market for their surplus stock lies in the direction of the encouragement and development of sheep raising as a business in our own country. A year ago they were confronted with quarantine restrictions imposed by the United States, which created conditions for which they were not prepared, and which, in the end, depressed sales in a marked degree. During the greater part of the past season the market has no doubt been a buoyant one, but latterly the feeling of confidence in a continuous demand for Canadian sheep in the United States has steadily declined. The recent sheep sales at the International were none too satisfactory for Canadian breeders, and it was evident that the outlook for a steady or increased trade was not particularly encouraging.

It may seem most natural that Canada should be able to obtain a firm and advantageous foothold in the markets of the United States for her sheep and wool, but it is now quite clear that, until the trade policies of the two countries become more firmly established, the Canadian sheep industry, when depending so largely on the United States for its export market, rests upon a very unstable foundation. Fortunately, however, other and very encouraging outlets are available. It may be noted at this point, that the home market is not unworthy of consideration. This year, not more than five car-loads of lambs were shipped to East Buffalo from Ontario, while in 1907, almost 1,000 car-loads went to that city. The Toronto and Montreal markets have absorbed practically the whole output during the past season, and at prices equivalent to that paid for similar grades in Chicago and Buffalo, a fact in itself indicating the strong and growing demand for mutton on the Canadian market.

Notwithstanding the proximity of the United States, the safest outlet for the Canadian product is still to be found in the British, and, possibly at an early date, in the European markets. The English wool market is the cen-

tre of distribution for the product of the great wool producing countries of the world, including Australia, New Zealand, and the Argentine. If the sheep industry in this country can ever be developed to reasonable proportions, it is not to be expected that any more natural or reliable market can be found for surplus Canadian wools. In addition to this, when the extent of the industry may make possible the necessary grading and sorting of the product such that it may be placed upon the British market in attractive condition, the prices realized may be found much more remunerative than those at present obtained.

It is clear, also, that the great and natural outlet for our surplus meat products, including those of mutton and lamb, is to be found across the sea, where the producing power of the land is unable to yield sufficient for the necessities of the crowded populations of long inhabited countries. Great Britain has hitherto absorbed all the surplus of the world's meat supply, but it seems probable that she is shortly to have competitors in the market for foreign meats. There is a movement in Austria and Germany which will eventually result in the opening up of these countries to a chilled and frozen meat trade. A steady market is without doubt thus assured for all the mutton that Canada can produce.

The breeders of pure bred sheep, therefore, if our argument holds good, would do well to direct their best energies to the development of the sheep industry in our own country. As a matter of fact, a strong local demand is the safest market in the long run. A material increase in the sheep population of the country would create a thoroughly healthy home market for breeding sheep, and one much to be desired. The opportunities in this direction may well be worthy of somewhat careful consideration.

It is fortunate that, at this time, the Federal Government is interesting itself in the sheep industry of the Dominion, and is making a thorough investigation with a view to the adoption later of a policy which may lead to its general encouragement and development. There is reason to believe that sheep raising in Canada may become, at no distant date, a decidedly profitable industry, and the Minister of Agriculture has undertaken a measure which we may expect to be productive of much good. We learn that the members of the investigating commission, having completed their researches in the United Kingdom, are to spend the next few months in studying conditions in the Dominion, and are now engaged in interviewing a number of the prominent sheep breeders of Ontario. We are hopeful that they may meet with the full co-operation of sheep raisers and farmers generally in the prosecution of their work.

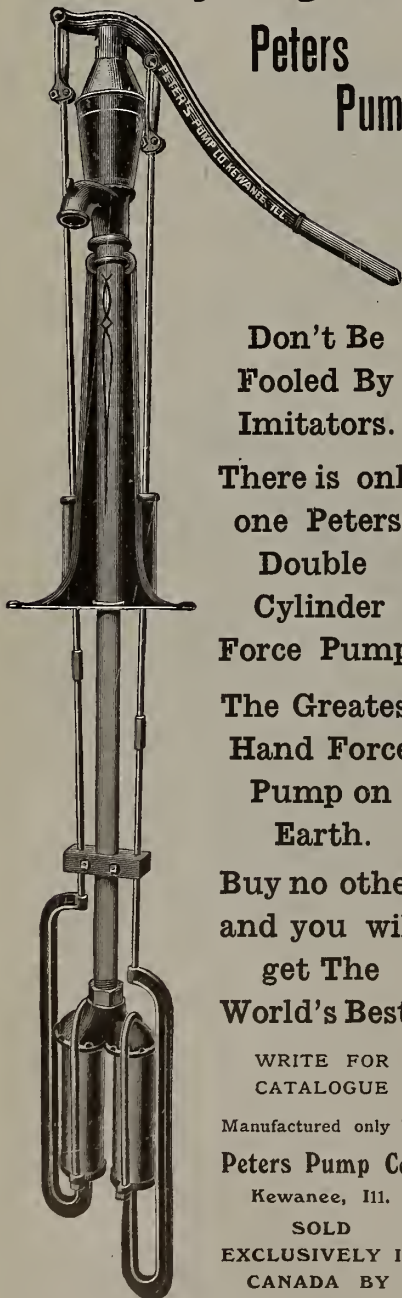
The raising of a few sheep by only one-fifth of the farmers of Western Canada would mean an increase of millions each year to our revenue from meat and wool, to say nothing of the untold good which would result from the destruction of noxious weeds by these most valuable animals.

Hints for Motorists.

Under no circumstances should oil be used in washing tires. Water is all right for the purpose, but it should not be allowed to get inside of the tire. If it does it will get into the canvas and eventually start decay; then when a heavy strain comes the tire is likely to suffer a blowout. If you want to know why oil is bad for tires, immerse a small strip of rubber in kerosene and allow it to soak for a little while. You will see that it has become swollen, and a close examination will show that it is almost disintegrated and will crumble in the hand.

The Only Original

Peters Pump



Don't Be Fooled By Imitators.

There is only one Peters Double Cylinder Force Pump.

The Greatest Hand Force Pump on Earth.

Buy no other and you will get The World's Best.

WRITE FOR CATALOGUE

Manufactured only by Peters Pump Co. Kewanee, Ill.

SOLD EXCLUSIVELY IN CANADA BY

Tudhope, Anderson & Co. Ltd. Winnipeg, Regina, Calgary, Saskatoon

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

For further information write the Wawanesa Wagon Seat Co. WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

Dowagiac Drills & Seeders Are the Leaders

ASK US NOW DOWAGIAC MANUFACTURING CO. YOU SHOULD KNOW DOWAGIAC, MICH.

WANTED

Three A1 Traveling Salesmen
ONTARIO WIND ENGINE
& PUMPCO. Ltd., Winnipeg

MANAGER WANTED

By Manufacturer for Western Branch, must be an A1 Man. Good Salary and Prospects. Give full particulars. Correspondence confidential. Address: Canadian Farm Imps., 822 Union Bank Bldg., Winnipeg. Manager A.

To prevent incrustation in radiators of water-cooled cars the use of distilled water or water chemically treated to eliminate the solids in solution is recommended. If this is not possible radiators should be emptied frequently, thoroughly washed out and filled with filtered water, this latter process removing all matter in suspension. If a supply of rainwater is handy it will answer the same purpose as distilled water.

Considerable difficulty has been experienced in the design of acetylene burners intended for automobile lighting purposes. Under certain conditions a burner which will work satisfactorily with a full head of gas will carbonize if the gas is turned below. The problem of admitting sufficient air to the gas to secure perfect combustion has been likened in its difficult nature to the carburetor problem by one expert. Actual evidence that such a difficulty exists is found in the number of different types of burner now on the market.

It is important that all the connections of the mixture inlet pipe of a multi-cylinder engine should be perfectly tight. Slackness at any point permits the entry of a certain quantity of extra air, which renders the operation of starting the engine more difficult and reduces its power. Many cases of poor running which have

been difficult to locate have been due to this point.

The great thing in motoring is to take matters quietly. Don't be discouraged by a breakdown, but deliberately settle down to find out what is the matter, always remembering that what a machine or motor has once done it can and will do again where the requisite conditions are restored.

Testing the condition of the cooling system by feeling the outside of the radiator is a quick and handy way of getting at the truth. The observation so made is apt to be misleading, however, unless the hand is pressed against the bottom of the cooler, where the water is at its lowest temperature, and therefore never should be more than blood warm.

Until an engine is warmed up by running under power for some little time it cannot be expected to give the best results.

Importance of the Trade Paper.

W. A. Stanger, addressing the Advertisers' Club at Chicago recently, said that the trade paper is one of the greatest factors in modern business. It creates the demand among retailers, while laboring under the disadvantage of a restricted circulation because it is kept out of the hands of the consumer as much as possible. It gets closer to the people who

read it, however, than any other class of publication.

The trade paper is the only medium through which the retailer can obtain an unbiased view of what is going on in his field. Circulars and elegantly printed advertising matter circulated by a manufacturer among the dealers have a certain effect, but the mere fact that it proceeds from jobber or manufacturer has a tendency to belittle its influence and importance.

The retailer looks to his trade paper to learn the facts and secure the real reliable information in reference to various lines of merchandise, to the market conditions, and to all other divisions of his business. The trade paper is the medium introducing the new things to the retailer, who serves the interests of the consumer and in this way it is the greatest commercial force known.

An order from a retailer is worth many orders from individual consumers. The dealer buys in quantities and sells in single pieces; thus advertising through a trade paper, while it does not produce numerically as many returns as general advertising, each individual order represents a quantity of steady buying, whereas the average consumer ordering goods through a magazine advertisement orders once and probably never again.

The trade paper is the best booster that the salesman of today possesses.

No matter whether a man is on the street, on the road or behind a counter the trade paper is working for him day and night. It is inspirational, and is the medium of expression for his views and for the interchange of ideas. It helps the road man because it introduces his goods to the prospective buyer before the salesman reaches him. In this way it lessens his task and prepares the way, so that the salesman has less trouble in finding the grounds on which to meet him. It also boosts the men who do things, and helps them both with their employers and their customers.

It is the great force that puts the intelligent ideas, the new things, the new thoughts before the retailer, the jobber and the manufacturer in the most condensed and crystallized form, and it has built up this great fraternity of men who are engaged in manufacturing, jobbing and retailing.

The trade paper is the cement that holds the business structure together, and every man in business should be a booster for the trade paper in his line.

You can get plenty of credit when you don't need it, but it is hard to get it when you do need it.

WATSON'S STEEL WHEEL HARROW CART

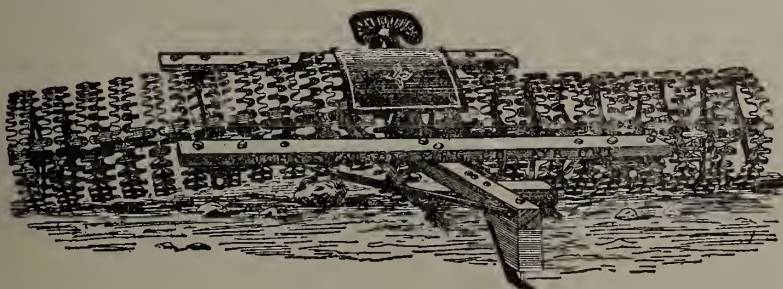
Made in three sizes: 24, 28 and 36 inch high wheels. This is a remarkably light draft cart, has removable boxings, and is sold at a price which leaves a good margin of profit for the dealer.

Short hitch, seat high above the dust, made of steel throughout, unbreakable.

This cart will attract your customers strongly for it eliminates the drudgery of following the harrow on foot.



WATSON PULVERIZER AND COMPRESSOR—A DRY LAND CROP PRODUCER



Reasons Why You Should Sell This Pulverizer

1. It compresses the soil around the seed.
2. It tends to conserve the moisture in the soil by checking evaporation.
3. It leaves the surface rough, holds the dust and prevents blowing of the soil.
4. It does not leave the soil in ridges and hollows for the rain to run off.
5. It does not press the clods into the ground, but crushes them.
6. It is impossible to clog if the ground is in condition to work with any implement.
7. Being flexible, it will conform to ground level or dead furrow, leaving nothing untouched.

John Watson Mfg. Co.
LIMITED

WINNIPEG

Made in two sizes (With 16 wheels, for 3 horses (weight 2100 lbs.) width 10 ft. 6 in. as follows " 22 " " 4 " " 2800 " " 14 ft 6 in. 24 in. Wheels; Removable Boxing on all Wheels and Centre Castings,

The 22-wheel size is supplied with two poles and pulley hitch.



MORE PROOF

Not only have I H C Gasoline Tractors proved their superiority in many contests, but they are also winning the confidence of the farmers in every locality into which they have been introduced.

The following letter should convince you that I H C Tractors are the coming power and that an agency for them in your locality will be a money making proposition for you.

Read this letter and then act.

International Harvester Company of America,
Brandon, Man.

Justice, Man., Nov. 10, 1910.

GENTLEMEN,

As gas power is in its experimental stage, in this locality at least, and as I am frequently asked what success I had with my 20-horse power International outfit purchased from you August last, I herewith send you result of my season's work.

We were out 28 days and threshed 36,000 bushels of grain, fully 80 per cent being wheat, as oats were a failure in this district.

While I had not time to do a great deal of plowing, what I did was in stony ground and was greatly superior to the work done by horses in the same field.

As regards operating, I may say that I had never seen a gasoline engine working before purchasing yours and yet we ran the whole season for threshing without a stop. I carried a gang of men, from four to five, no horses being required, and I always ran the outfit alone when plowing.

Yours truly, (Signed) JAS. A. MITCHELL,
Justice, Man.

THE I H C LINE

I H C Vertical Engines—made in 2, 3, 25, and 35-horse power.

Horizontal (portable and stationary) in 4, 6, 8, 10, 12, 15, 20, and 25-horse power.

Gasoline Tractors—in 12, 15, 20, 25, and 45-horse power.

Famous Air Cooled Engines—in 1, 2, and 3-horse power.

Pumping, Spraying, and Sawing Outfits in various styles and sizes.

We want you to write to the nearest branch house or see the blockman about this line, and then you will know how much an I H C gasoline tractor agency will mean to you.

CANADIAN BRANCH HOUSES—Brandon, Man. Calgary, Alta. Edmonton, Alta. Hamilton, Ont. Lethbridge, Alta. London, Ont.
Montreal, P.Q. North Battleford, Sask. Ottawa, Ont. Regina, Sask. St. John, N.B. Saskatoon, Sask.
Weyburn, Sask. Winnipeg, Man. Yorkton, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U S A





OUTLINE FOR A GOOD YEAR'S BUSINESS

Here is presented in outline the sign of a good business. The trade-mark of the I H C line insures a good year's business to dealers that sell these harvesting, haying, and corn machines, manure spreaders, twine, gasoline engines and tractors, wagons, motor vehicles, cream separators, and tillage implements.

About January first we outline a set of resolutions by saying, "Now this is going to be the best year yet." But the "best year" is always up to you and the goods you sell. It is not talk but fact that the I H C line traces back to the beginning of the farm machine industry, that these machines have stood the test, and that because of this, they are the best advertised.

In the effort to make 1911 the "best year yet," perhaps you have the ability and the field, but not the line. If this happens to be the case, write the nearest general agent, or the Chicago office, or ask the blockmen in your territory to outline for you the advantages of the I H C selling plan.

These advantages are many and varied. The advertising is large, and every dealer does, or should, appreciate this. A well-advertised line is an easy line to sell, particularly when the printed talk is backed by talk of satisfaction. The I H C Service Bureau is working to improve crops and farm life generally, and we all agree that whatever helps the farmer helps the dealer who sells him machines. But don't stop with this faint shadow of an outline. Write for the whole plan.

CANADIAN BRANCH HOUSES

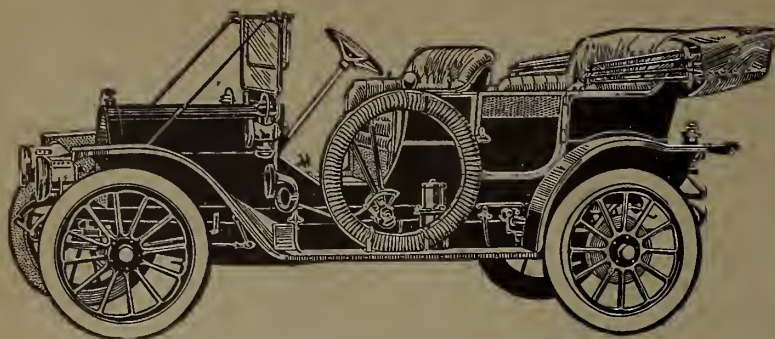
Hamilton, Ont.; London, Ont.; Montreal, P. Q.; Ottawa, Ont.; St. John, N. B.;
Brandon, Man.; Calgary, Alta.; Edmonton, Alta.; Lethbridge, Alta.; North Battleford, Sask.;
Regina, Sask.; Saskatoon, Sask.; Weyburn, Sask.;
Winnipeg, Man.; Yorkton, Sask.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO

(INCORPORATED)

U S A



REO CARS

Cars of excellence and dependable construction, unexcelled beauty of line and priced right.

The HUPP—the Little Aristocrat. PEERLESS. OLDSMOBILE. FIRESTONE - COLUMBUS. COLUMBUS ELECTRICS. COMMERCIAL TRUCKS. ACCESSORIES.

Our Exhibit will be found at Section 6 in the Auto Show, but on account of limited space, we are obliged to make our principal display at our Salesrooms, King Street.

JOSEPH MAW & CO. LIMITED,
WINNIPEG, CANADA



CENTRAL CANADA
INSURANCE CO. OF CANADA
BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital, **\$365,000.00**
Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE
All classes of desirable risks insured.

PURE-BRED REGISTERED LIVE STOCK INSURANCE
Protection against loss from accident and disease.

Full information on application to any
Local Agent, or
The Head Office of either Company.
INSURE WITH HOME COMPANIES



THE ALBERTA-CANADIAN
INSURANCE CO.
EDMONTON

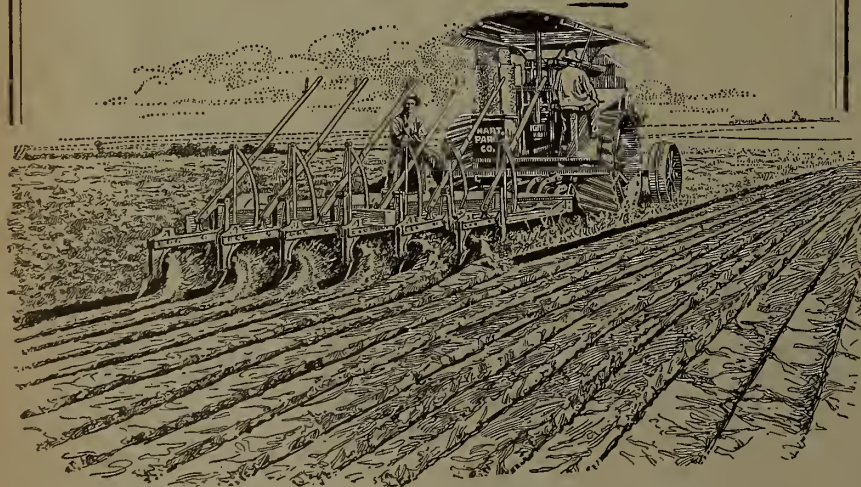
THE SASKATCHEWAN
INSURANCE CO.
CANADA
REGINA

The Modern Farm Horse

IS THE

HART-PARR GAS TRACTOR

Over 300 now in Western Canada.



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, etc.

Uses Kerosene costing only 11c. nett per gallon, f.o.b. Winnipeg.

A good proposition for Live Implement Dealers.

HART-PARR CO.
PORTAGE LA PRAIRIE, MAN.

FROM THE STANDPOINT OF THE FARMER FROM THE STANDPOINT OF THE DEALER The Four Maple Leaf Brands of Binder Twine

OFFER SPECIAL VALUE IN FOUR LENGTHS

GILT EDGE	650 ft. per lb.....	Pure Manila
GOLD LEAF	600 ft. per lb.....	Manila
SILVER LEAF	550 ft. per lb.....	Standard Manila
MAPLE LEAF	500 ft. per lb.....	Standard

Adapted for binders of all makes and conditions.

The fibres we use are the longest, strongest and cleanest obtainable.

Our machinery is the most modern.

Our operators are experienced.

Our factory is under expert supervision and the most perfect manufacturing system.

ALL COMBINE TO MAKE

Our Four Brands of Binder Twine the best on the market.

Do not be persuaded that other Twines are just as good.

Product of Canadian Capital and Industry.

Every ball guaranteed.

We are an entirely independent Company, not connected in any way whatever with any Trust or Combination.

Write at once for our agency. We have helpful supplies of advertising matter, order books, samples, etc.

Ask for our Hayfork and Sling Rope and Cordage of all kinds.



Specialty treated and guaranteed
INSECT-PROOF

The Brantford Cordage Co., Ltd.
BRANTFORD, ONT.

Western Office: 289 Simcoe Street, Winnipeg, Man.

CANADIAN FARM IMPLEMENTS

VOL. VII., No. 3

WINNIPEG, CANADA, MARCH, 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1 00
Per Copy, 10 cents



Union Bank Building, Winnipeg.

UNION BANK OF CANADA

Established 1865

HEAD OFFICE—QUEBEC

PAID UP CAPITAL - \$4,000,000
REST AND UNDIVIDED PROFITS - \$2,600,000
TOTAL ASSETS (OVER) - \$46,000,000

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This Bank, having over 200 Branches in Canada—5 in the Province of Quebec, 51 in Ontario, 39 in Manitoba, 58 in Saskatchewan, 39 in Alberta, and 6 in British Columbia—extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of all banking business in these Provinces. Collections and correspondence are invited.

The Bank has Agents and Correspondents in all cities of importance throughout Canada, the United States, the United Kingdom, the Continent of Europe, and the British Colonies.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta.,
Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

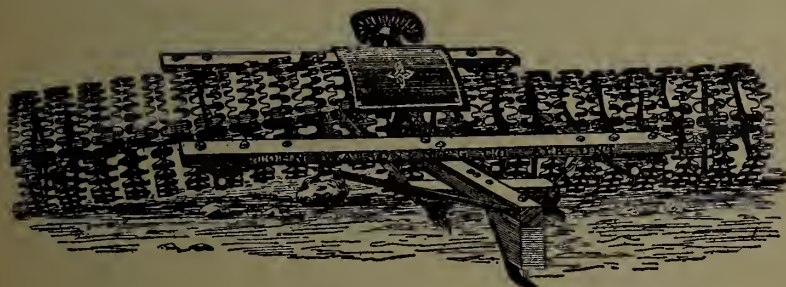
WATSON PULVERIZER AND COMPRESSOR—A DRY-LAND CROP PRODUCER

Reasons Why You Should Sell This Pulverizer

1. It compresses the soil around the seed.
2. It tends to conserve the moisture in the soil by checking evaporation.
3. It leaves the surface rough, holds the dust and prevents blowing of the soil.
4. It does not leave the soil in ridges and hollows for the rain to run off.
5. It does not press the clods into the ground, but crushes them.
6. It is impossible to clog if the ground is in condition to work with any implement.
7. Being flexible, it will conform to ground level or dead furrow, leaving nothing untouched.

The Watson Line
will bring success
to
LIVE DEALERS
"NO ONE CAN GIVE
YOU A BETTER
DEAL."

John Watson Mfg. Co.
LIMITED



Made in two sizes { With 16 wheels, for 3 horses (weight 2100 lbs.) width 10 ft. 6 in.
as follows " 22 " " 4 horses (" 2800 ") " 14 ft. 6 in.
24 in. Wheels; Removable Boxing on all Wheels and Centre Castings.

The 22-wheel size is supplied with two poles and pulley hitch.

Roller Grain Crushers

This illustrates our No. 10 Rollers, 9½ in. diameter x 18 in. in length.

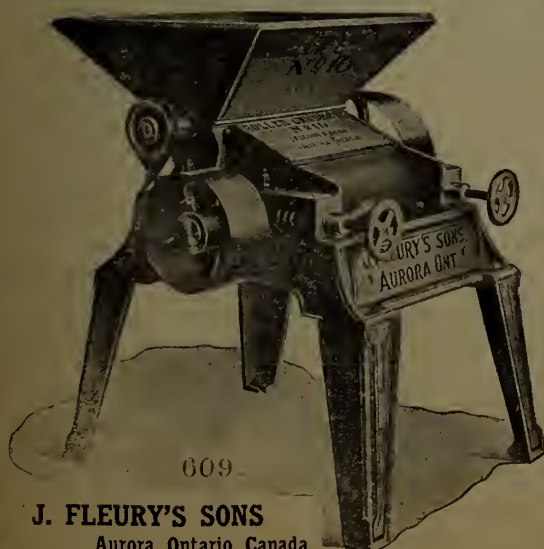
A machine of very large capacity for MILLS and ELEVATORS.

We also carry a full line of smaller machines. Enquiries solicited.

Sole Agents:

John Deere Plow Co.
LTD.

Winnipeg Regina
Saskatoon Calgary
Edmonton Lethbridge



J. FLEURY'S SONS

Aurora, Ontario, Canada



Now is the time to order WOOD and IRON pumps as our stock is complete.

Call or write us for the latest models of MELOTTE machines. We have also a limited number of second-hand machines at greatly reduced prices, they are thoroughly tested and overhauled and will do the work as well as a new machine.

Melotte Cream Separator Co.,

312 Ross Avenue, WINNIPEG.

Secure the
Agency for the

Manitoba

LINE FOR 1911

A more complete and better line than
ever before.

We manufacture the largest
and most complete line of
Wood and Iron Pumps in
Western Canada, both single
and double acting, force and
lift. Write us to-day for
special discounts on pump
orders for spring delivery.



4 and 7 h.p. Vertical Hopper Cooled.)

"Manitoba" Windmills are
made in all sizes for both
power and pumping pur-
poses. Known all over
Western Canada as the
Strongest and Best Windmills
in the World. Why not
buy direct from the factory,
saving heavy freight and
duty charges, and jobbing
house profits.



Made in the West for the West. All sizes
—Power and pumping



5 1/2, 7 1/2 and 10 h.p. Horizontal Hopper Cooled.

We manufacture a complete
line of Gasoline Engines from
1 1/2 to 25 h.p., both hori-
zontal and vertical, stationary and portable.
All engines hopper cooled and specially designed
for Western Canada.

The new 1 1/2 h.p. air cooled Manitoba Pumping
Engine, the latest and most up-to-date pumping
engine on the market, the greatest seller ever
offered to the trade.



1 1/2 h.p. Air Cooled Pumping Engine.

The Complete "Manitoba" Line is manufactured in our Factory in the West.

THE MANITOBA WINDMILL AND PUMP CO., LTD.

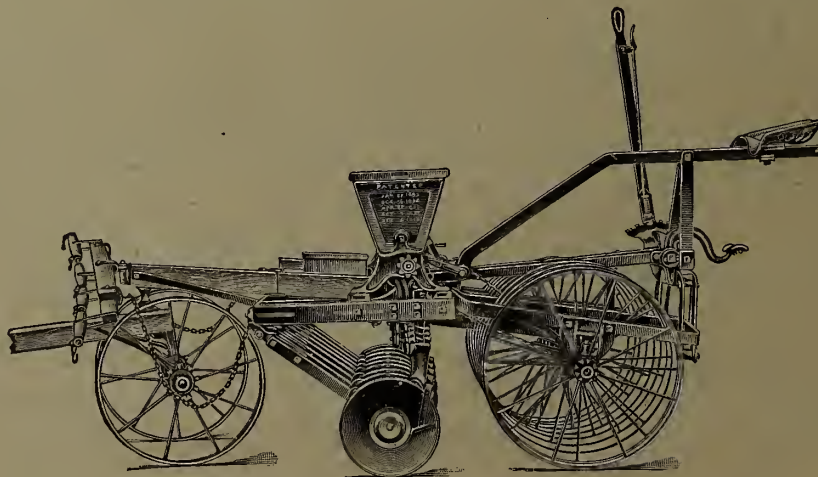
BOX 301, BRANDON, MAN.

HOOSIER PRESS DRILLS

ALWAYS ENSURE GOOD CROPS

Hoosier Press Drills
conserve the moisture
in the soil, because they
pack the earth over the
seed when it is sown.
Thus users of this Drill
are more certain of a
good crop.

GRAIN DRILLS
IN ALL STYLES
AND SIZES



The Press Wheels of the
Hoosier leave furrows
which will receive any
moisture that may fall,
and catch the dust,
forming a conserving
dust Blanket.

SINGLE DISK
DOUBLE DISK
AND SHOE

THE AMERICAN SEEDING MACHINE CO.

(INCORPORATED)

Corner King and James Sts., WINNIPEG.

Mr. DEALER!

1911

Profit and Loss : Is a vital question in your business

Time : Is a great factor in that question

How are you spending your time ?

Are you going to lose dollars every hour, by wasting time fixing and repairing the machines you sell ?

Don't do it! It doesn't pay!

HANDLE THE

Sawyer-Massey

LINE OF

Engines, Separators, Road Graders

AND

Gasoline Engines

The "Ohio" Tractor and "British Colonial"

AND HAVE

Less Trouble, Less Work and Larger Profits

Write us, and give us an opportunity to tell you of the advantages of our
1911 Machines and Agency Contract

Sawyer-Massey Co. Ltd.,

Winnipeg

Man.

ARMSTRONG CARRIAGES.

Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.



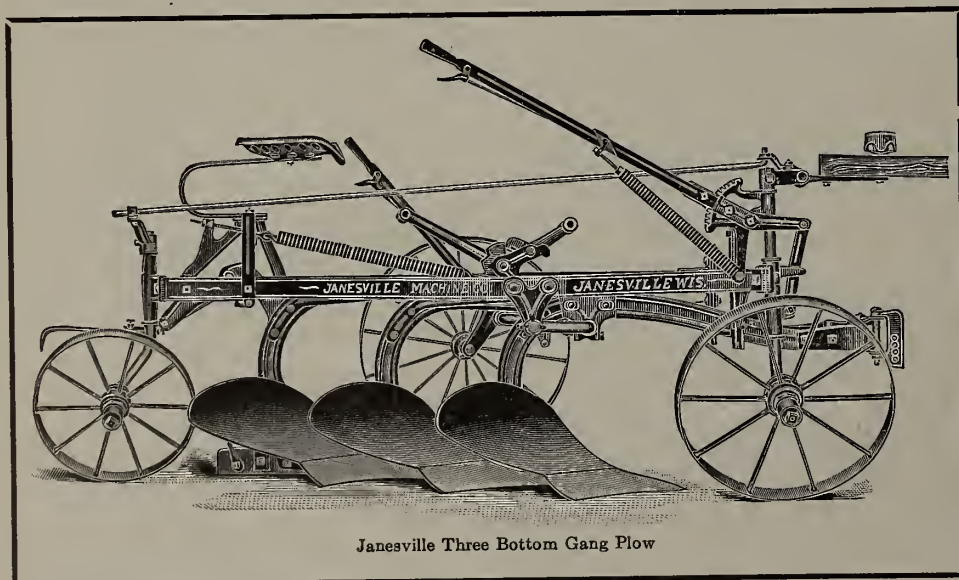
J.B. ARMSTRONG MFG. CO. LTD.

The J. B. Armstrong Mfg. Co., Ltd., Guelph, Canada.

Western Office

Winnipeg, Man.

Three Bottom Gang Plows



Janesville Three Bottom Gang Plow

Are coming into use along with the demand for larger sized farm tools of all kinds.

The Janesville is one of the most practically built Three Bottom Gangs now in general use. The horses pull the bottoms out of the ground, as well as pull them into it. This is a very important point, especially on a gang plow.

Naturally the first thing inquired about is the draft of a plow of this size, and how much horse power is required to handle it. Our tests all show that in ordinary use five horses can very easily

pull the plow; of course the condition of the soil and the depth plowed have everything to do with the draft. Drop us a line and let us send you our Plow Booklet which tells you all about our plows of all kinds.

Made by THE JANESVILLE MACHINE CO., Janesville, Wis.

CANADIAN SALES AGENTS: AMERICAN SEEDING MACHINE CO.,
(INCORPORATED)

King and James Sts.
WINNIPEG



SALES ECONOMY

You know that to make a cream separator sale or any other kind of a sale requires a certain expenditure of time, effort, and money. You also know that as you decrease the expense of making a sale you increase your profits.

Why not economize and increase your profits by handling a line of cream separators that have selling qualities found in no other line? I H C Cream Harvesters have them.

If you start out to sell cream separators with no stronger argument than the other fellow you are going to have a hard time placing machines. I H C Cream Harvesters have back of them the prestige of a big line of farm machines that has won the confidence of the farmer by years of satisfactory service. He has learned from experience that he takes no chances when he buys an I H C machine.

It will materially reduce your selling expense if you add the I H C record to your argument. It is stronger and more effective than simply repeating the claims made by some other dealer for his machine.

I H C Cream Harvester dealers will close their sales books this year with a most enviable record. If you are not among them you should lose no time in getting into line to start the coming year right.

I H C Cream Harvesters are made in two styles—Bluebell and Dairymaid—each in four sizes.

The nearest general agent or the blockman will be glad to further explain to you how you can economize in your selling expense by handling I H C Cream Harvesters.

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO

(INCORPORATED)

U S A



Sell the Best Implements only. Speedy and Sure Service from Each Implement
Means Top Profits on Crops for Your Customers—More Trade for You.

Frost & Wood **RAKES** Rake Clean

"Tiger" Rakes meet demands for a strong, large-capacity, heavy-service rake for clean work on prairie growth—one that will stand exposure without rotting; that will have positive foot-dump action, and that will transform to a team rake for heavy service.

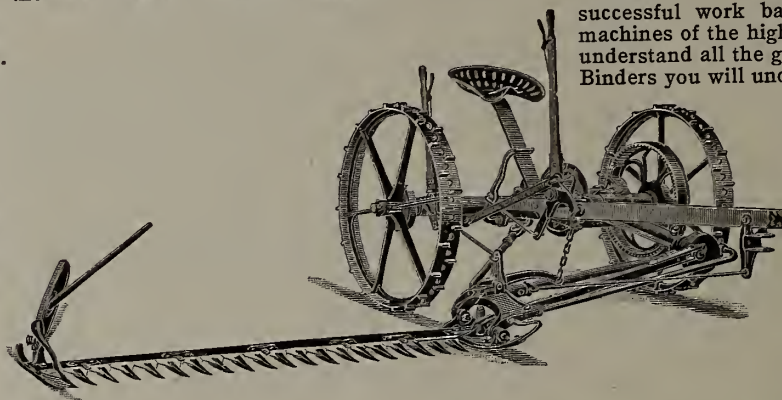
Frost & Wood Rakes are all-steel except convertible pole and shafts, with best tempered spring-steel teeth and under cleaner bar that dump full loads, tangled timothy, etc., without trailing from the windrow. Steel wheels are furnished on all sizes, with wood wheels only on the 8 ft. size. The 9-ft. and 10-ft. sizes meet needs for special prairie work. Special locking device holds rake up when out of use.

Sell the Frost & Wood Tiger Rake. Be a Cockshutt Dealer. We are Sole Agents for Western Canada. You will get every benefit from strong construction, practical features and excellent design, which all farmers want when buying a rake.

Frost & Wood **MOWERS** Cut Right

Frost & Wood Mowers have internal gear drive, which keeps three teeth in engagement at once. This lessens wear by halving the strain on teeth. The mower is always easy running and light draft. Roller bearings save power for the cutting bar, which may be had up to 6 ft. length for prairie work. A long pitman reduces wear and strain at knife head.

The Frost & Wood Mower, for which we are the Western Canada agents, has 70 years of improvements in it. Sell what 70 years' experience has shown to be the best. Be a Cockshutt Dealer.



Frost & Wood **BINDERS** Tie Right

Special features unique in Binders are present in Frost & Wood Binders. Well worth close examination. There is decided value, for instance in this Binder's eccentric Sprocket wheel. The chain pulling over its long and short spokes varies both the power and speed. Power is greatest just when hardest work is being done. Speed is greater when sheaf has been discharged and binding attachment is empty.

Frost & Wood Binders are accurately fitted with roller bearings effecting very light draft, another new feature is the self-aligning bearing on cross shaft and drive shaft—no chance of binding—reduces friction to a minimum. Solid sheet frames give Binders strong formation. These binders have great record for successful work back of them. They are to-day machines of the highest efficiency. If you thoroughly understand all the good features of the Frost & Wood Binders you will unquestionably want to handle this line.

Let us send you catalogue in illustrating and describing strong talking features of Frost & Wood Binders. We are sole Western Canada Agents. We want best dealers in every district to sell these binders.

Write us for territory.

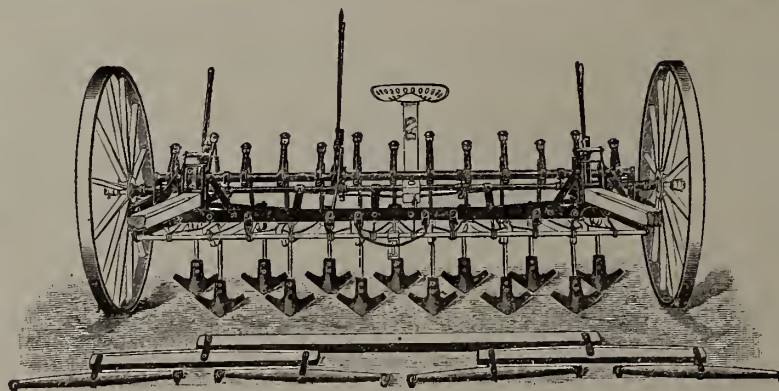
Be a Cockshutt Dealer. The Frost & Wood Binder gives long service, good elevation, adaptability, etc. We are sole Western Canada agents.

BE A COCKSHUTT DEALER
:: SELL ::
FROST & WOOD IMPLEMENTS

The Farmer who Thoroughly Cultivates his Land with the Climax gets Extra Quality at Harvest and More Profit.

Frost & Wood **"Climax" Cultivator** Means Bigger Better Crop

Why does the Climax Cultivator maintain its great popularity and command its price? There are good reasons for both. The Climax outstrips every rival for downright valuable points of construction different from other cultivators. Other cultivators have spring teeth that give. The Climax has a stiff tooth which holds the point up to a cutting edge—if it hits a stone or root a relief spring lets point spring back and into position again.



Our new 10-inch point is much flatter than old one—skims closer to surface without ridging the soil—cutting clean and with very light draft.

Note the 5-inch overstrap between the points—more than any other cultivator. Makes thorough job no weeds missed, especially the strong, tough thistle roots which have a tendency to spring over in loose land.

Stand and equipment is with 4-horse hitch. Can be supplied with 4, 5 or 6 horse construction pulley hitch.

Be a Cockshutt Agent and Sell the "Climax" Cultivator. We are sole Western Canada Agents for Frost & Wood Implements.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

The Cockshutt Dealer Selling these Wagons offers his Trade the - - Most Reliable, Longest-Lived Wagons Sold in Canada - -

Adams Standard



Here are Adams Standard Farm Wagons for popular and general farm use. They are braced throughout as to grain box and top, and the bottom of hardwood or southern pine has 7 cross sills for reinforcing and strengthening. Axle has Adams Patent Skein with truss rod passing through skein and tightening on outside. This construction doubles the strength of axle and carrying capacity of wagon. Strongest wheels from seasoned hickory. Well made throughout from best woods and all parts soaked in linseed oil.

Remember the service in years needed from a wagon, as well as in weight of load. The Cockshutt agent showing the Adams Standard shows one of the most popular and best prairie types of general service farm wagons. Ask for catalogue.

The Adams are the Best and Strongest Made Farm Wagons for heavy hauls and bulk grain.

Axles are best seasoned material procurable. Wheels solid and strong. Box bottoms have Cross Sill Reinforcing. Grain Boxes have Anti-Spread Chain, with anti-leak steel strips at joints. Well braced throughout.

When a farmer buys a wagon he buys it for a whole generation of hard use. An Adams has the value in it to give the service.

Adams Special

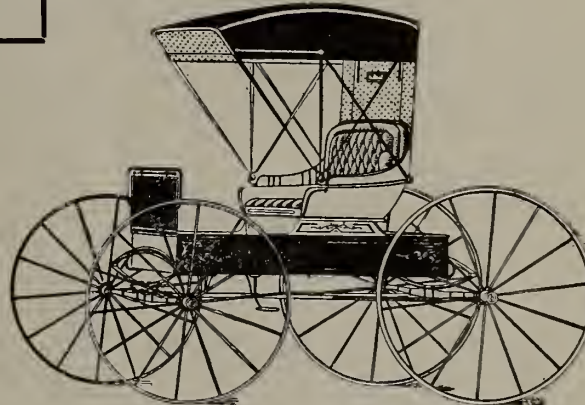
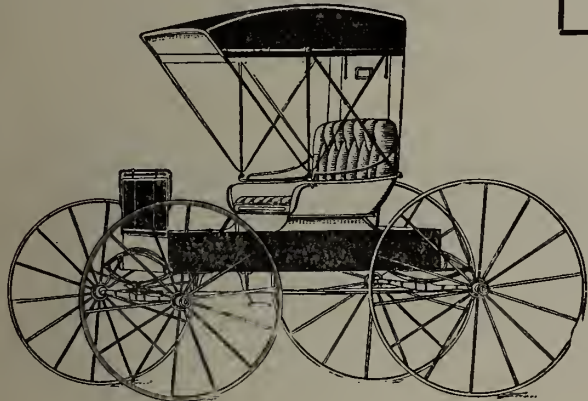


The Adams Special Wagon has extra wide and strong grain box braces. Hardwood or southern pine bottoms, heavier than any other bottoms made, steel plate reinforcing on axles, clipped gears, double braces on both hind and front gears, best seasoned hickory spokes and felloes, Jockey box, lazy back seat, etc.

The Adams Special Wagon is suited for the heaviest farm service, bulk grain transportation, rough hauling and general farm work which demands a wagon of exceptional strength. Be a Cockshutt Dealer, and ask for the Wagon catalogue.

Be a Cockshutt Dealer

These are Prairie Type Brantford Buggies hung by end elliptic springs. Two of our most popular Western Canada models. Ask for the Catalogue.



Brantford Buggies 209 and 303 have the end-spring suspension that adapts them so well to Western Canada driving. Finish of the 209 is black body with dark green or carmine running gear with double fine line striping. The 303 body is finished in fancy colors, brown, red or green curl.

Upholstering on the 209 is No. 1 leather with full spring back and cushions; on the 303 elaborately trimmed, with bellows back, nickel rail and arm rail. Bodies in best whitewood with matured ash frames. XXX hickory shafts, patent leather trimming, anti-rattler clips.

See the special talking and selling points about the Brantford Twentieth Century Shaft Construction, Drop Forgings—eliminates all welds.

WRITE US TO-DAY FOR THESE AGENCIES

SOLE AGENTS FOR THE ABOVE GOODS IN WESTERN CANADA

All Kinds of Wagons and Buggies

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

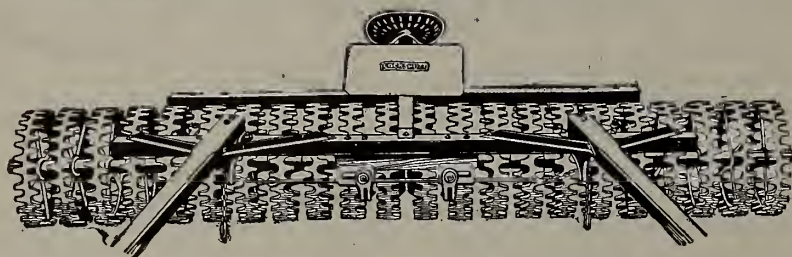
EDMONTON

These Machines bring Increased Business to the Dealer and Increased Profits to his Customer

Sell the lines that produce more Cash in the Harvest

The Cockshutt Pulverizer and Compressor is flexible. A roller smooths land, which scours in high winds. The Cockshutt Compressor packs the surface, pulverizes lumps, yet leaves the surface rain-catching and impossible to blow off, exposing the seed. Surface packing with the Pulverizer and Compressor prevents evaporation, makes the soil moisture-holding, and advances growth by packing the soil closely around the seed.

The farmer knows how important good, swift early growth is. It guards against frost. It shortens growing time. It means an early harvest and early marketing. It means greater yield per acre. The use of a flexible Cockshutt Compressor and Pulverizer will help greatly. Every extra cent per bushel for quality crop is found profit. Every extra bushel of quantity crop on the same acreage is found profit, clear money made. These are the facts that interest farmers.



Made with 16 and 22 inch wheels.

Flexible Pulverizer and Compressor

All the land is compressed with the Cockshutt Pulverizer because it has a flexible frame and wheels compress hollow spots or the sides of ridges the same as level ground. Sell the line that makes more money for your customers and betters your standing as an Agent.

Be a Cockshutt Dealer

The Cockshutt Disk Drill has sharp, revolving, self-oiled steel disks that sow every type of ground without clogging, and that sow always at the set depth. The power saved by the light running disks enables speedy seeding to be done, and also allows the operation of a 22-disk drill, covering a large acreage daily.

Note the I beam running the full length of the frame—all hot-riveted together. This drill will not break down from work on rough ground, stony ground, or accidents. It will not sag at the center drills, sowing deep and delaying the growth of crop.

The Cockshutt Disk Drill sows evenly, the distribution being controlled by a short chain from the main wheel, and the feed cups taking the last grains at the regular sowing rate to which the drill is set.



Cockshutt DISK DRILL

Single Disk, Double Disk or Drag Shoes
(Interchangeable)

No attention needed to disks, except oiling once a season. No attention needed to clayey, muddy, sticky, lumpy or sandy soil—the drill disks sow evenly without catching trash, clogging or choking.

It is accurate, light-draft and unfailing in service and durability. The Cockshutt dealer who brings these features to the attention of farmers in his district is sure of sales. Be a Cockshutt Dealer.

COCKSHUTT PLOW COMPANY LIMITED WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 3 WINNIPEG, CANADA, MARCH, 1911. SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

THE 1911 OFFICERS



JAMES WINRAM, Pilot Mound,
President.



C. R. GOUGH, Francis,
Vice-President.



F. D. BLAKELY, Winnipeg,
Secretary-Treasurer.

Third Annual Meeting of the Interprovincial Retail Implement Dealers' Association

Elect Officers—Appoint Committees—Adopt Plans for Local Clubs

The Third Annual Meeting of the Interprovincial Retail Implement Dealers' Association was held, Feb. 16, in the Royal Alexandra Hotel, Winnipeg. The attendance at the meeting was rather disappointing, considering the numerical strength of the association and the number of dealers who were in the city at the time. No doubt the Retail Lumbermen's meetings, the Bonspiel, the Automobile Shows, etc., had something to do with the lack of dealers at this important gathering. However, those who were present evinced a genuine interest in the proceedings, and there is little doubt that good seed was sown, which should bear fruit in the immediate future, judging by the enthusiasm shown. If the Local Club idea is carried out in the manner decided at the meeting, the passing of another year ought to result in a very substantial increase in the membership, and find the association in a powerful position, with sufficient influence to make itself felt by the trade throughout the West.

J. Winram, vice-president, took the chair, in the absence of J. Crawford, president, and declared the meeting open at 10 a.m., calling upon the secretary-treasurer to read the minutes of the last annual meeting, which were adopted as read. The sec.-treas. then submitted the financial statement and annual report as follows:—

Third Annual Statement.	
RECEIPTS.	
Feb. 15, 1910, Cash on hand	\$252.57
Membership Fees	1475.00
Insurance Premiums ..	313.64
Donations:—	
Cockshutt Plow Co	50.00
Can. Moline Plow Co. ..	25.00
American Seeding-Mach Co.	15.00
Massey-Harris Co.	50.00
International Harv. Co..	50.00
John Deere Plow Co....	50.00
McLaughlin Carriage Co.	25.00
	<u>\$2326.21</u>

Moved by S. H. Greenwood, seconded by D. Shirriff, that the financial statement be adopted as read.—Carried.

SECRETARY'S REPORT.

Gentlemen,—I take pleasure in presenting you with the third annual report and statement of the Association, a copy of which I believe is in the hands of every member present. As has been

DISBURSEMENTS.	
Organizer's Salary and Expenses	\$1392.10
Insurance Expense	379.74
Annual Meeting Expense	45.25
Postage and Exchange ...	26.20
Unpaid Notes	51.00
Printing and Advertising	26.50
Travelling Expense	15.20
Funeral Wreath	10.50
Cash in Bank	379.72
	<u>\$2326.21</u>

F. D. Blakely, Sec.-Treas.
Certified correct, D. Shirriff, Auditor.

customary heretofore, I will read you my report. At the last annual meeting we had a membership of 180 and a bank balance of \$272. To-day we have a membership of 295 and a bank balance of \$379.72. While this is not a large amount, nor has our membership increased to anything like the proportions I had expected, still it is a good healthy growth, and one that I believe you will all agree with me shows every indication of continuing.

I desire to remind you that the wholesale concerns whose names appear on the sheet before you contributed the amounts set after their names in a whole hearted and generous way, without any bickering or other endeavor to evade assisting the Association, and I trust that you will express your appreciation of their generosity in a definite manner.

You will notice in the paragraph dealing with the organizer that salary and traveling expenses took up \$1392.10 of our revenue. This seems unreasonable large. The fact is it cost us more to collect

the money than the principal amounted to when collected. This brings me to our organizer, Mr. Foster. Now, gentlemen, what I have said was spoken with no intent to cast reflections upon Mr. Foster in any way. He was hard-working, conscientious and covered a vast field. I believe it would have been difficult to find any one who would have done as well.

In connection with membership, I would suggest that the Association form local clubs along every line of railway throughout the three provinces, taking in anywhere from 50 to 300 miles, each club to elect a president, vice-president and directors, and appoint a secretary on the same lines as the parent organization and to work under the by-laws of this Association. The membership fee to the local club to be five dollars, and the secretary-treasurer to remit \$2.50 for each member of the local club to the secretary-treasurer of this association. This plan should be of permanent advantage to the organization, because the local club could deal with matters in a businesslike and efficient manner, which is not possible under present conditions.

I believe that every man here should pledge himself to enlist as members the dealers of his own town, either through a local club or direct. You may say that you cannot take time. Gentlemen, if we want to, we can do most things. How many days and nights have I spent on work for this association for which I have neither expected nor received remuneration? My time is certainly as valuable proportionately to me and my business as is that of any member here to himself and his business. While the success or failure of this association would perhaps not make the slightest difference to me in dollars and cents, you, gentlemen, cannot realize what the very fact of the existence of this organization has done or may do in the future for you. I know that manu-

facturers have refused to sell goods to mail-order houses here because they felt this organization would fight them if they did.

Thus every implement dealer in Western Canada is interested in the progress of the association whether he knows it or not. Now if this is true, should you not decide to make every fellow dealer of your acquaintance a member of this association? You can do it if you will.

Mr. Chairman, I do not know that I have anything more to say, except that, as this association is now in a position to take care of itself, so to speak, I desire to resign as your secretary-treasurer. The reason for this is that my time is so fully taken up that it has really been a hardship for me to devote to the association the amount of time necessary to take care of the work. I will cheerfully give to whomever you may appoint every assistance in my power, and will always stand ready to help the association either by personal work or contribution.

All of which is respectfully submitted.

D. S. Carnahan moved that the report of the secretary-treasurer be adopted.

D. Shirriff, in commenting on the secretary-treasurer's report, felt confident that although the expense entailed in securing new members during the year had been very high compared to the revenue from this source, the organizer had done as well as possible under the circumstances, and had made a conscientious effort to interest dealers in association work. Mr. Shirriff believed that the fault lay with the dealers themselves, who were in many cases indifferent or thoughtless as to the benefits they would receive through a strong organization. He was gratified to see an increase in the membership, but considered it small in view of the fact that there are about 1,200 retail dealers in

Manitoba alone. The support to the insurance arrangement adopted by the association had been disappointing, very few dealers having taken advantage of it.

F. D. Blakely here remarked that in a large number of cases dealers had already placed their insurance before the negotiations were completed, and he felt sure when their current policies lapsed they would take advantage of the association's arrangements, which are so favorable to their interests.

Mr. Shirriff continued, stating that the terms arranged by the association were certainly the best obtainable from any company in Manitoba, and the company was thoroughly reliable. He hoped next year to see a greatly augmented increase both in the insurance written and the local membership. If local clubs were formed throughout the country, and members contributed half their fees to the Interprovincial the result, he thought, would be to more than double the present membership. He had much pleasure in seconding the adoption of the secretary-treasurer's report.

F. D. Blakely again spoke on the local club movement, suggesting that an energetic dealer be appointed on membership committee in each district to canvass the adjoining members of the trade when forming local clubs.

C. Johnson admitted that there was some encouragement in the secretary-treasurer's report, but things were not progressing as well as they might. He agreed with Mr. Shirriff that the fault lay with the dealers who had been canvassed at a very high expense with not very good results. The secretary-treasurer, he maintained, was capable and willing, and had done everything in his power to forward the interests of the association, indeed, if it were not for his efforts the association would not have been in existence to-day. Mr. Johnson affirmed that "organization" was the war

cry in every field of enterprise at present. Every trade or community of workers is organizing, and naturally so. In the struggle to defend one's own, to wrest a living from the world and get a share of the good things of life, organization became even more than desirable, it became a duty every man owed himself, his family and his brother worker. The association had done some good, said Mr. Johnson, and if we can agree on ways and means to further advance and strengthen its position, we shall all feel the benefits in time to come. He was sorry to hear that the secretary-treasurer wished to resign. "He had been the soul of the association," said Mr. Johnson, "and we can't let him go, nor can we let him work for nothing."

The personal canvass of dealers in such a vast territory, he thought was too expensive, but at the same time the interests of the retailers must be protected. The wholesalers had their association, which was friendly towards this, still they are looking after themselves, and it is necessary for us (the retailers) to hoe our own row. Mr. Johnson averred that it appeared as if some wholesale companies had no other object in view than the opening of the greatest possible number of agencies for their goods, irrespective of the capacity of the district, and consequently many dealers suffered from crowding and could not get sufficient business.

At this point the motion to adopt the secretary-treasurer's report was carried.

J. Winram, vice-president, then addressed the meeting as follows:

VICE-PRESIDENT'S ADDRESS.

Gentlemen, in the absence of Mr. Crawford, our president, which I am sure we all regret, it devolves upon me to give you a report of the work of the association during the past year. But before doing so I desire to refer to the sad bereavement of our president through the loss of a

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

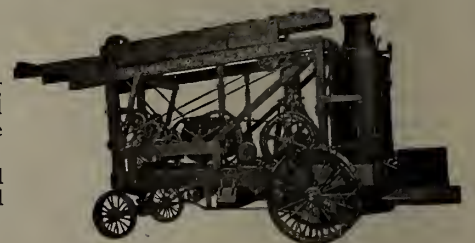
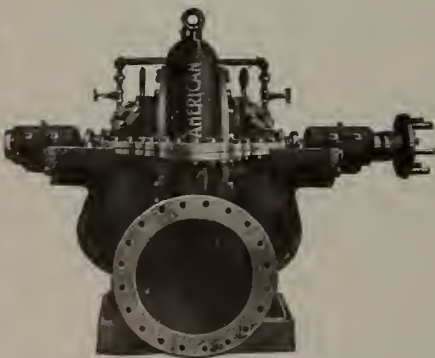
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



son and daughter since our last gathering. I am sure that every member joins with me in extending to Mr. Crawford our sincere sympathy.

I am indeed glad to see so many members present, still with the number of dealers in the city at this time there should have been a great many more here. I believe if dealers only realized the importance to them of an association there would not be room in this hotel for the accommodation of this meeting, but so long as we are making progress I suppose we should be satisfied, and when I look over this room and see present men from so many different points in this Western country and contrast this gathering with the initial one of the association held at Pilot Mound, my home town, only three years ago, at which there were less than a dozen dealers, and those from adjoining towns only, I have the best possible evidence that the good work is going on.

According to the secretary's report given at the last annual meeting, we had then a total membership of 180 for the year closing February, 1910, while we now have a membership of 295. It is certainly a great deal better to start small and grow big than to start big and grow in the other direction.

At the last annual meeting you appointed a committee on Fire In-

surance with power to act. This committee consisted of John Crawford, H. E. Hamilton, W. Williams and the secretary, and after going fully into every phase of the question at a meeting held in Gladstone, May 10th last, at which all the above were present, it was decided to accept the offer made by the Insurance Agencies, which was to allow us a commission of 22½ per cent. on all insurance turned over to them from members of this organization, providing that we were unable to secure insurance amounting to one hundred thousand dollars. On that amount or over we were to receive an additional 2½ per cent. Your committee decided that all members be allowed a discount of 20 per cent., and the secretary was so instructed. We have placed insurance amounting to about \$20,000, which is a very poor showing indeed when one takes into consideration the fact that insurance through the association is cheaper than the same security can be had from any other source. I hope to see every member who has not already placed all his insurance take advantage of the association's arrangement for the coming season, for even if you have the agency for one of the line companies you can still make a very substantial saving. For example, on a policy of \$2,500, you would save over and above what the line companies allow you in commis-

sion an average of about three to 5 dollars.

Another matter which I wish to take up is the payment of membership fees. I believe it was Mr. Williams, of Gladstone, who wrote a letter last year suggesting that every member agree to a membership for five years and pay his dues as soon after the commencement of the year as the secretary would pass sight draft on him for the amount. I think something should be done to reduce the expense of collecting the dues and the enrolling of new members. This cost us for the year now closed almost fourteen hundred dollars, and upon enquiry I find that not more than half a dozen of the 1909 members who were not at our last annual meeting remitted their 1910 fee until personally solicited, although the secretary wrote each one a very pressing request to remit. I do not know whether the secretary's suggestion would work out or not but would be glad if the members would give this their fullest consideration.

In the notice to attend this meeting there is a paragraph that plenty of time will be given for members to discuss any subject they may think of interest to members or to the trade. Now, I hope that you will avail yourselves to the fullest of this, for the time could not, I think, be better spent.

I want to thank the wholesale

firms who have so liberally contributed to our support and trust that some member will move a resolution to that effect later. We owe our thanks to Mr. Blakely, the secretary-treasurer, and Canadian Farm Implements, our official organ, for the untiring efforts put forth by both in the interest of the association, and it will indeed give me great pleasure if some member will move that Mr. F. D. Blakely be an honorary member for life in this association, for the great assistance he has rendered it, and also that a vote of commendation be tendered Canadian Farm Implements. Further, I think that every member should support that publication, not only by paying his subscription but also by inducing other dealers to send in their subscriptions, for by helping this publication we are helping the association to better things through our official organ.

In conclusion, I would say, "Boost the Association." Every man here should make it his business to have every dealer he knows join. How many present will make the resolve? Please show your hands.

It will presently be your privilege and duty to elect officers for the coming year. That is to say a president, vice-president and three directors for two years, to replace Messrs L. E. Yingst, Chris. Johnson and



Massey-Harris New No. 11 Drill

The Drill that has been proven capable of rendering excellent service under the most adverse and trying conditions.

Seed is placed at right depth, without being bruised
Sufficient cultivation—seed is well covered
Gear Drive, positive sowing always at uniform depth
Proper pressure through levers at rear of Drill
Largest Grain Box obtainable on any drill on market
Discs six inches apart—1911 Improved Scraper
Wheels of large diameter, very strong, broad face
Light Draft

MASSEY-HARRIS DRILLS and OLDS GASOLINE ENGINES can be bought at a thousand Massey-Harris local Agencies in Western Canada

Massey-Harris "Olds" GASOLINE ENGINES

The Simplest and most durable engine made.
Cheapest in upkeep. Saves fuel.

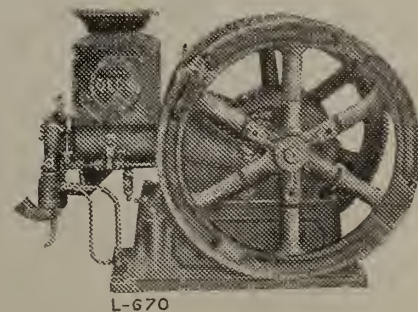
Famous Seager Mixer makes a perfect mixture. Practically all wearing parts have been done away with. No pump is used, consequently there is no packing to wear out, no danger from fire, etc.

Perfected Governor prevents the engine from running away. Positively no danger of engine getting beyond control.

Jump Spark Ignition causes firing always at the right time, and time of firing never changes.

Our Local Agent will show you many other superior points.

All Sizes
Stationary
and
Portable



L-670

David Shirriff, whose terms expire with this meeting, and two directors for one year to fill the unexpired terms of J. P. McKibbin, of Cartwright, and William Williams, of Gladstone, who by virtue of selling their business have, according to Article 4, Section, 4, of our constitution and by-laws, automatically ceased to be members of this body and thereby resigned from the directorate. In filling these positions please bear in mind that the men who will do most to advance the interests of the association are the men who should be elected. Remember that every man who lets his name stand for office thereby promises this association that he will put forth his best efforts and work in harmony with his fellow officers to advance in every way possible the work of the association.

Mr. H. E. Hamilton, of Sidney, being elected for two years at our last annual meeting, will continue as a director until our next annual meeting.

Thanking you, gentlemen, for your attention, I will declare this meeting open for the election of officers, and nominations are now in order for president.

Mr. Winram's address was well received, and he then declared a 15 minutes' adjournment for the payment of annual dues when the secretary-treasurer was inundated by a steady stream of wealth in which he plunged and struggled

in the effort to keep his head above the "currency flood."

ELECTION OF OFFICERS.

Nominations for president were now in order, Messrs Shirriff, Johnson, Gough and Winram all having their supporters for this office. Eventually all others withdrew in favor of J. Winram, and he was elected, the motion being made by J. Morcombe, seconded by Wm. Bourke, and carried unanimously. Mr. Winram thanked the meeting for the confidence reposed in him and announced his intention of doing all in his power to merit it.

Messrs. Rogers, Sharp and Gough were each nominated for vice-president. The supporters of the two former gentlemen having withdrawn upon request of their nominees, it was regularly moved by J. S. Wright, seconded by A. F. Vaison, and carried that C. R. Gough be vice-president.

Messrs Carnahan and Bourke were nominated as directors for one year, and on regular motion, made by C. Johnson, seconded by J. Rogers were unanimously elected.

Messrs Wright, Crawford and Reid were nominated as directors for two years, and unanimously elected by regular motion, made by C. R. Gough, seconded by D. Shirriff.

J. C. Reid, in accepting the office of director for two years, expressed the determination to do

all in his power to advance the formation of a Local Club and get members for it. He urged upon the other officers the necessity of doing the same in their respective districts.

J. Winram, president, thought that most of the members would have time to spare in the long summer evenings, and could give attention to Local Club work after the business of the day was concluded. He had found that there was some jealousy among neighboring dealers, but the worst obstacle was indifference on the part of dealers to what must eventually be of such high value to them — namely organization.

Mr. Bourke stated that he, for one, felt sure the association could not possibly do anything that would adequately recompense the secretary-treasurer for his unceasing efforts on behalf of the organization. "It is indeed with great pleasure," said Mr. Bourke, "I move that F. D. Blakely be an honorary member for life in this association in recognition of the services he has rendered it, and further, that our official organ, Canadian Farm Implements, has our commendation." The motion was seconded by J. C. Reid and carried unanimously.

Here the boys rose and sang "He's a Jolly Good Fellow," meaning F. D. B., of course.

The president, in approving the above motion stated his belief that

the association would have fizzled out had it not been for the efforts of the secretary-treasurer.

Mr. Blakely, in thanking the gathering for the honor conferred upon him, said that his belief in the importance of organization was indeed deep. "The very success of the trade as a whole depends upon organization, and rather than see the movement retarded for lack of funds I will make a personal canvass among the wholesale and jobbing houses, and I am confident that, if necessary, I can raise \$500 in this way," said the secretary-treasurer.

Moved by D. S. Carnahan, seconded by J. A. Loepky, that the secretary-treasurer be instructed to write the wholesale concerns, who have so liberally contributed to this association expressing our appreciation of their generosity.—Carried.

COMMUNICATIONS.

The secretary-treasurer read the following communications:—Mr. F. D. Blakely, Secretary Interprovincial Retail Implement Dealers' Association.

Dear Sir,—When I saw you in the city on the 10th of the present month I had intended to be at the annual meeting, but it is impossible.

I should have liked to be present, after having spent eight months organizing the association and I really do not know how

How Many Times Have You Wished For
Something Exclusive?

Something Without Imitators?

Something Without Modern Competition?

You Can Have It.

SHARPLES Tubular Cream Separators

are later than, entirely different from, and vastly superior to all others. Built on the only known principle which overcomes the disadvantages of other separators. Patented. No modern competitors.

Contrast Tubular exclusiveness with the fact that all other separators ("peddler's" kind included) are still built on the old principle we abandoned over ten years ago. They are about as like each other as pickets in a fence. They compete with each other and are quite without that individuality every dealer desires.

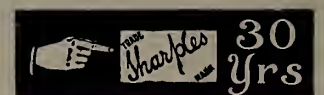
Leading dealers, everywhere, handle Tubulars—appreciate Tubular exclusiveness—are enthusiastic over the control Tubulars give them of separator trade in their vicinity, and over new trade and new customers Tubulars bring.

Oldest separator concern on this continent. The World's Best. In use many years all over the world. The manufacture of Tubulars is one of Canada's leading industries. Sales easily exceed most, if not all, others combined. Probably replace more common separators than any one maker of such machines sells. Dealers only. Heavy advertising all the time. Write at once for particulars, or ask to have a traveler call. Let your competitor be the one who waits till tomorrow and loses his chance.

The Sharples Separator Co.

Toronto, Ont.

Winnipeg, Man.



the members will be satisfied with my work. But I endeavored to do my very best in the interest of the association. I may say that at times the work was very discouraging, and at other times not too bad.

If the members are satisfied with my work and they intend to put an organizer on the road I might be in a position to go on again with the work. But in any case I think the association should get into shape to do more work along the insurance line in order that we may manage to get a greater reduction on the premiums.

I believe your idea to form sub-associations all through the three provinces with one organizer, as conditions vary at different points, is the best way to get results. I would like to hear from you at once after you have had your meeting. Wishing you and the association every success.

There was one present at the last annual meeting whom you will not have at this, namely your president, and I believe he has the sympathy of all. I expect you will elect a new president, and I think on your president and secretary depends the success or failure of the association. For this reason it seems to me great care should be exercised to place broad-minded, energetic men in these positions.

Yours very truly,

James Foster.

Dear Blakely, — I will not be with you at the Dealers' Annual Meeting. You know the reason. I assure you and all the dealers I very much regret being absent. For my own personal sake I regret it but I regret it much more on account of the association, as I do not want anything to happen, if it can be avoided, that would in any way injure the success of the association. Too much has happened in the past. But I hope from now on there may be nothing to retard things in any way.

You can have stronger men in the harness than in the past; put them there and I will help all I can. Thank the association for me. Wishing all a prosperous year.

Yours very truly,

John Crawford.

Frank D. Blakely, Secretary-Treasurer Interprovincial Retail Implement Dealers' Assoc.

Dear Sir, — In acknowledging receipt of your favor of the 30th inst. and replying thereto, the writer expects to leave the city on the 4th prox. for a short stay in Southern California, and will not be here during the period when the annual meeting of the above association is to be held.

You ask me for my views of the association. I have always been an ardent believer that an association having for its objects and aims the betterment of trade conditions and the protection of the members of your association is a good thing when properly

supported by those whom it is endeavoring to serve and protect.

I am not in close touch with the working of your association nor am I inclined to the opinion that it has received that support it deserved. In your letter you say that the membership of the association now numbers 300, and that Manitoba has contributed 40 per cent., Saskatchewan 55 per cent., and Alberta 5 per cent. of this membership. It would appear that 300 members in all only represent about 12½ per cent. of the number that are engaged in the implement business in the three provinces; and to me it does not look right that 87½ per cent. of those engaged in the implement trade in a retail way should not

have become identified with the association, for we all know that in any business or organization or association, results are obtained only by the co-operation of the larger number, and the membership of your association does not represent that larger number.

It appears to me that your association should not think of disbanding under any circumstances whatever, but that you should on the contrary put forth a very aggressive campaign with the idea of increasing your membership three-fold; for those who are not now members of your association are receiving the benefits accruing from the efforts of the few, who have put up their good money and who have assisted in

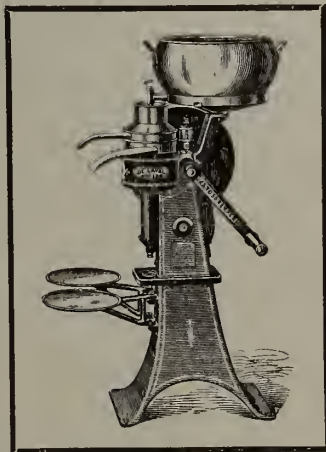
the direction of the association's policy.

I observe that you report a distinct benefit to the membership in respect to fire insurance, whereby the members of the association get a rebate of 20 per cent. off the regular premium for insurance. Assuming that the live implement dealer carries insurance, (which he should) the saving effected in the insurance alone would pay his membership to the association, so that the association has accomplished something positive and of benefit to its membership; but I believe that a real live executive should be appointed with a paid secretary who would go after the implement dealers who are not now members

The Only REAL Separator Competition

The only man who really knows what GENUINE separator competition means is the man who is trying to sell some machine against the DE LAVAL.

Other makers may offer you a larger discount from the list, or retail price, than the DE LAVAL Company, but they don't protect the retail price, and the DE LAVAL Company does.



The DE LAVAL is the easiest and most profitable cream separator to sell because :

The list, or retail price, is maintained.

The DE LAVAL is the most largely advertised and the best known.

The DE LAVAL is the most popular with the user.

Every DE LAVAL sold helps sell another

Every DE LAVAL sold gives satisfaction to the owner and makes friends for the DE LAVAL agent.

These are some of the reasons why separator competition doesn't worry the live DE LAVAL agent.

Hundreds of DE LAVAL dealers are selling from 50 to 200 machines per year.

The DE LAVAL selling agency proposition for 1911 is exceedingly attractive.

The De Laval Separator Company

Montreal

Winnipeg

Vancouver

and endeavor to secure their membership fee and see if the membership cannot be increased. Let your association hold meetings just as frequently as it has sufficient business of importance to justify them; but in no case, in my opinion, should the meetings be less frequent than every two months, and if such a plan is adopted, I believe that the wholesale houses would support the association, not only to the extent of the \$50 previously subscribed, but I believe you could rely on \$100, providing you get some ginger back of it.

I am writing this letter to you because you have asked my opinion. That brings to my mind the fact that I believe you have acted as secretary of the association since its inception, which must have entailed a good deal of work upon yourself. I do not know whether the association has voted you a fee for that service or not. It is not my business to concern myself in respect to it either, but I believe as I have previously said, if the association work is worth organizing for, it should have a paid secretary and a live executive, and if that is de-

cided upon at the annual meeting, John Deere Plow Co. will contribute \$100 towards the more aggressive campaign suggested herein.

Yours truly,
H. W. Hutchinson.

Moved by C. R. Gough, seconded by J. C. Reid, that the secretary make replies to those communications where required.—Carried.

NEW BUSINESS.

D. Shirriff called attention to Article 4, sec. 2, of the by-laws, with a view to amending same so as to embrace Local Clubs.

Moved by C. R. Gough, seconded by W. H. B. Sharp, that the formation of Local Clubs in connection with the association is desirable.—Carried.

Moved by D. Shirriff, seconded by C. Johnson, that article 4, section 2, of our by laws, be amended by the addition of the following words: "Except fees paid for members by the secretaries of Local Clubs operating under our constitution and by laws, when the membership fee and annual dues shall be two dollars and fifty cents (\$2.50) respectively." Carried.

Moved by C. Johnson, seconded by J. A. Loeppky, that D. Shirriff be auditor for the coming year.—Carried.

F. D. Blakely advocated the formation of a committee on organization for Local Clubs to discuss ways and means. He also suggested that a director in company with another dealer should go into an adjoining territory, other than their own, and work as a team among retailers who were comparative strangers. He thought that in this way the effects of any local ill-feeling or jealousy might be avoided.

Moved by C. Johnson, seconded by E. J. Symons, that we adopt a constitution and by laws for Local Clubs to be operated in connection with this association as prepared by F. D. Blakely and our President.—Carried.

C. R. Gough thought that it would be necessary to have an outside organizer who would meet members of the association and call meetings along branch lines of railway, as he could do better work than local men, where dealers might not be on friendly terms.

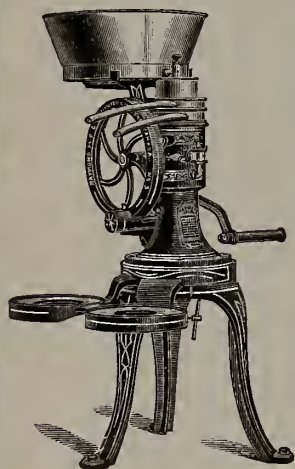
Wm. Bourke thought that some other city would perhaps

be more suitable for the next annual meeting, as many dealers have to travel a long distance to be present.

F. D. Blakely in reply considered that the attractions of the Bonspiel and the inspection of stocks in this city had come to be a permanent feature of the winter season with a large number of dealers, and for these reasons did not favor a change of locality. The directors, however, had power to change the place of meeting if they desired.

At this stage of the proceedings the meeting adjourned for luncheon, and the following guests joined the gathering:—H. Detchon, Secretary Canadian Credit Men's Association, W. J. Stafford, Winnipeg, Manager of the Central Canada Insurance Co., and R. H. Jefferies, of Canadian Farm Implements.

After lunch some of the members remembered that they had engagements elsewhere, but those who re-assembled enjoyed the talk about Credits by H. Detchon, Secretary of the Canadian Credit Men's Association, who had a thorough grasp of the subject, he having studied this im-



THE BEST DEALERS SELL THE RAYMOND LINE

National Cream Separators

Raymond Sewing Machines

RAYMOND MANUFACTURING CO. LTD. 80-82 Lombard Street, Winnipeg

are used by progressive Dairymen and Farmers throughout Canada. A high grade Separator of ample capacity and great durability. Close skimmer, easy running, easy to clean. The NATIONAL always produces a uniform quality of cream, and is the most efficient Separator on the market.

have a reputation for excellence second to none. For over half a century they have held the lead. Dealers find them easy to sell, and every RAYMOND sold means a satisfied customer, a good profit, and another order in sight.

SOME TERRITORY OPEN FOR GOOD AGENTS.

Hero Grain Separators

SOLD ONLY THROUGH
THE TRADE

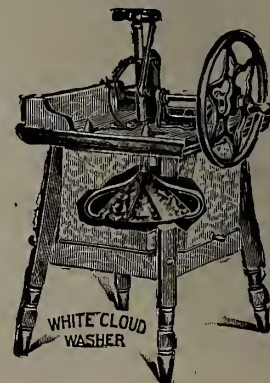
Hero White Cloud Washing Machines



A Grain Separator without an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

Send in your Order NOW, for SPRING DELIVERY

HERO MANUFACTURING CO. LTD., Winnipeg

portant feature of business from every standpoint.

The speaker introduced his subject by pointing out that his association, which was formed for the betterment of credit conditions, had interests in many ways identical with those of the association he was addressing. The wholesaler and the retailer were so intimately connected that when a certain condition affected one, the other also felt its results, and in the subject of credits we find the most vital factor in any business. In considering these facts from the credit man's standpoint, one question which must arise is "What goes to make a retail business successful? Of the many important features this question suggests some stand out more than others.

Good buying is one of these, buying not only the best goods, but these most suitable to the local demand, and buying them in quantities sufficient to meet that demand, while taking the greatest care not to overstock. Good selling is more or less governed by good buying, and the retailer must remember the terms on which he buys when arranging his selling terms. Not 50 per cent. of the retailers know how much profit they are actually making, although almost all have some system whereby they add a certain percentage to the cost of an article, sell it for

that price, and mentally credit themselves with a certain profit. The credit man finds in the course of his investigations that many details of overhead expense are constantly omitted by the retailer when figuring his profit, with the result that he is almost always making less money than he thinks. "If you buy an article for 75 cents," said Mr. Detchon, "and add 33½ per cent. which is one-third, you sell it for \$1, but if you total your sales up on this basis, you will find that your gross profit is only 25 per cent. In the same way if you buy an article for \$1 and add 50 per cent. that makes the price of the article \$1.50, but the gross profit on the selling price of that article is only 50c., namely 33 1-3 per cent. I believe there are many men in business to-day who figure that they are doing an annual turn over of \$10,000, and that they are making a profit of 33 1-3 per cent. and they are only making 1-4 profit. This is one of the things that you should take carefully into consideration. Figure out your profits in the right way."

Collections are a most important feature in the implement business. The dealer is obliged to sell on terms, but he should insist on prompt settlement, and make his terms conform to those on which he does his buying. When the dealer comes to open an account with a wholesale house he must satisfy them that he is a

responsible person, of good character, and make a financial statement. Therefore he should take similar precautions when a customer comes to him to open an account.

It will be of interest to dealers to know that the wholesale implement houses which are members of the Canadian Credit Men's Association are adopting a uniform financial statement for dealers to fill out when asking credit. This has been done chiefly to help the retailer and make it easier for him to ascertain quickly what are the conditions under which he can obtain credit. Formerly different houses employed different methods, and a man who could obtain credit at one house might not be able to get it at another.

Taking stock, making an inventory of every article on hand, is another important part of the retail business. Many dealers do not think it necessary to take stock, but "You should take stock at least once a year to find out how much stock you have on hand and how much money you have made during the year. This, gentlemen, is an absolute necessity. Find out whether you are making or losing money. Find out how much you owe to your wholesale houses, and let them know the outcome of this stock-taking. Remember your wholesale man is lending you large sums of money by shipping

you goods. He is entitled to your confidence."

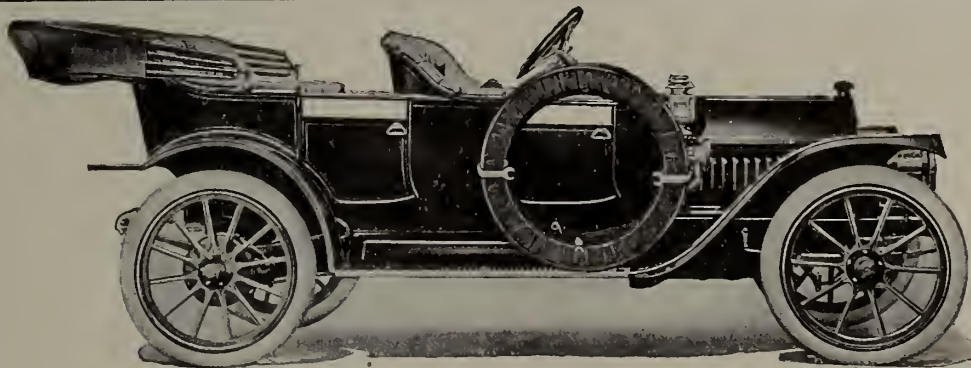
Too many implement dealers do not keep a proper set of books. This is absolutely necessary, although the system need not be elaborate, it is, however, essential that a proper record of stocks on hand, debits and credits, be kept in order that the standing of the business may be ascertained at any time.

The personal character of a man who is seeking credit has a vital bearing upon the treatment he will receive. "Is his past record good?" said Mr. Detchon. "Has he got a record for prompt payment? Is he looked upon as a man desirous to meet his liabilities? And another thing that is looked upon very carefully is the ability of the man to make a success of his business. Has he got this ability? Is the district that he is doing business in a good, reliable district? Are the settlers in that particular district men who are making a success of their own particular line? I myself have opened accounts with men with very little cash, basing my willingness to do business almost entirely upon the ability of the man to make good and the report of his past character."

The implement business is different in some respects to all others. Most wholesale houses sell their goods to the dealer without security, but their contracts are very binding. Among other

Standard Equipment

- 1 Extra Tire complete with Tube and Waterproof Cover
- Brass Tire Holders
- Bosch High Tension Magneto
- Shock Absorbers fitted to each spring
- Gasoline Sight Gauge on Dash
- Brass Foot and Robe Rails
- 2 Side Oil Lamps, 1 Oil Tail Lamp
- 2 Extra Large Gray & Davis Gas Lamps with Generators
- Large Flexible Tube Horn



THE "EVERITT" FORE DOOR 1911 MODEL

Specifications

- CYLINDERS—Four en bloc. 4-inch bore 4¾-inch stroke.
- IGNITION—Bosch High Tension
- CARBURETOR—Especially designed to suit the "EVERITT"
- LUBRICATION—Vacuum constant level splash system
- TRANSMISSION—Sliding Gear Selective. 3 speeds forward and reverse
- CLUTCH—Cone, leather faced
- COOLING—Honey Comb Radiator
- WHEELS—34 by 3½ inches. Artillery type.
- WHEEL BASE—110 in.
- SPRINGS—(Front) Semi Elliptic. (Rear) Full Elliptic

Simplicity — Reliability — Comfort — Beauty — Price

Large roomy bodies, well finished in No. 1 hand buffed leather. Double drop frame. Bosch ignition. Long stroke motor. Low centre of gravity. Light weight. Big tire allowance. Honeycomb radiator. Large wheels. Nickel steel gears.

REMEMBER that every mechanical part is absolutely interchangeable—made to jig—of the best stock that money can buy.

The **EVERITT FACTORY** in Orillia, Ont., is splendidly equipped for the manufacture of every **DETAILED** part of the Car, and we have now in full operation, for instance, our own great gangs of **MULTIPLE DRILLS**, giant **SHAPERS** and **PLANERS**, **GLEASON GEAR CUTTERS**. Brown & Sharpe Automatic **SCREW MACHINES**, **INGERSOLL MULTIPLE MILLERS**, **BORING** and **GRINDING** machines.

These facts make it possible to manufacture, **not assemble**, these Cars in Canada for exactly the same price as sold for in the United States. We are fast closing up our territory for 1911 and still have a few more good **agencies** left, particulars of which we will gladly furnish upon application.

Two Year Guarantee given with each Car.

Tudhope Anderson & Co., Ltd.

Winnipeg

Regina

Saskatoon

Calgary

conditions the dealer is required to insure his stock, keep it safely housed, pay interest on overdue accounts etc. When he has sold the goods he simply holds the money in trust less his commission on profit. Prices and terms are to a considerable extent determined by the wholesale houses, for naturally the retailer must be governed by his buying price when selling.

If default is made by the retailer in meeting his payments the whole amount becomes due, under the terms of his contract, so that he must adopt similar tactics in selling. When business cannot be done on cash basis, an interest bearing note negotiable at a bank should always be obtained when the goods are delivered.

The Canadian Credit Men's Association is trying to educate its members and customers along all these lines, and the retailer must in turn endeavor to educate his patrons by insisting on conducting his business on correct principles. When opening an account with a farmer the dealer should ascertain whether he is a responsible person, how he is situated financially, etc. Banks consider farm property the safest kind of security obtainable, and there is no person they would rather accommodate than the farmer. The Exemption Laws, however, increase the risk to those who do business with the farmer, for by these laws the homestead and certain quantities of live stock, and personal property cannot be seized for debt under any circumstances.

In buying goods dealers should bear in mind that over-stocking has ruined many, and although the travelling salesmen are good fellows, almost without exception, their business is to sell their line first and consider the dealer's position second. The dealer is

often tempted by the arguments of the knights of the road, and he is in danger of buying goods that will be a burden to him. This is one of the pitfalls the retailer must avoid, for in order to make the most of his business he must turn over his stock quickly, sell the goods and get them off his hands. A quantity of machinery lying idle in the warehouse means capital invested, interest piling up, and depreciation going on.

Credit is a necessary evil in this country, but it should be remembered that giving credit is increasing one's liabilities. Credit should not be granted to any person whose ability to pay is doubtful.

It is most important for the dealer to settle his accounts with the wholesale house promptly, for nothing gives the credit man a worse impression than neglect to settle on due date. If circumstances compel the dealer to ask an extension he should be careful to make his request before due date in order that the credit man may take care of the account at the proper time.

The Canadian Credit Men's Association consider fire insurance a most important item. Every retailer should carry sufficient insurance to fully protect himself in a good, reliable company. It must be borne in mind that fire may occur at any moment, and generally happens when least expected. The credit man looks upon lack of fire insurance as evidence of lack of ability. Policies should be carefully read to ascertain that property is accurately described, that permission is given to insure concurrently in other companies, etc.

The only way for implement dealers to make a success of their business is to "hang together," not in the sense that a crew of pirates would have uttered the

phrase, but with the idea always uppermost of working in co-operation, fostering the spirit of give and take, and striving towards a higher ideal for the trade. The association has in it all the elements of success, what is needed is conscientious work on the part of every member and good men as officers. Every implement dealer in the country ought to be a member, and no doubt eventually the large majority will join, or be affiliated with the association. There will always be a few kickers, however, but these are to be found in every community and we can get along without them.

In concluding his address, Mr. Detchon offered hearty wishes for the future success of the association, and gave the opinion that Canadian Farm Implements, the official organ, was one of the most important factors in the association; advocating, as it did, the prosecution of organization work, and disseminating throughout the trade so much valuable matter in the shape of articles on better business methods, etc.

Mr. Detchon again thanked the secretary-treasurer for the opportunity to address the meeting, and professed his willingness to assist the association at any time. His own association had a fund at their command for the purpose of taking action against fraudulent creditors, men who were not doing business in an upright manner, who were crooked, and slashed prices with the object of realizing quickly and making a get-away. "We stand ready to use our fund for your protection," said Mr. Detchon.

"In return, we would appreciate the favor if you would give us information as to any person who is not conducting his business in a proper manner. You have all come in contact with this man. May be your next door neighbor has made it his business to run up big bills, or having run up big bills, does not see his way to pay them, and has endeavored by some crooked work to escape payment of these bills. That man is a menace to society. He is a menace to your business, and the sooner he is got rid of the better."

Moved by C. Johnson, second-

ed by D. Shirriff, that a vote of thanks be given Mr. Detchon for his address.—Carried.

The chairman thanked Mr. Detchon in appropriate words, and the latter again expressed himself as amply repaid if anything he had said to the meeting had appealed to them.

The chairman now called upon J. W. Stafford, Winnipeg Manager of the Central Canada Insurance Co., to address the members.

Mr. Stafford, in introducing his subject, fire insurance, said that his company had expected a large volume of business through the association, but he had no doubt that in the coming year many more dealers would take advantage of the very low rates offered by his company. He said that although there was an agreement to take care of the clerical work of the insurance department of the association for the sum of \$250 for the year, he thought that the volume of business transacted did not justify him in making this charge. The association therefore had been billed with \$50, the actual cost of the work done. He congratulated Mr. Detchon on the strong position of the Canadian Credit Men's Association, who had accomplished so much good through the efforts of their executive, and the Interprovincial, he thought, might well bear this fact in mind, looking to their officers to direct them, and assisting the latter in every possible way.

J. W. STAFFORD'S ADDRESS.

One cannot deal with the question of Insurance without first considering its economic phases. Few realize to any great extent or concern themselves with the fact of our excessively heavy fire losses, and their direct relation to and influence on the social economy of the nation or community. Have you stopped to think what an influence it would have on that vexed question of the day, "High Cost of Living," if we could reduce in any appreciable degree the drain on our national resources caused by the fire fiend? Do you realize that fire is responsible for the annual wiping out and annihilation of \$200,000,000 worth of property in the United States and Canada, or a loss per capita of \$5.33 on the

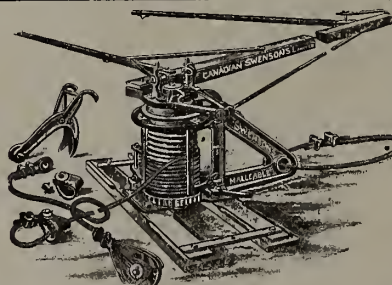
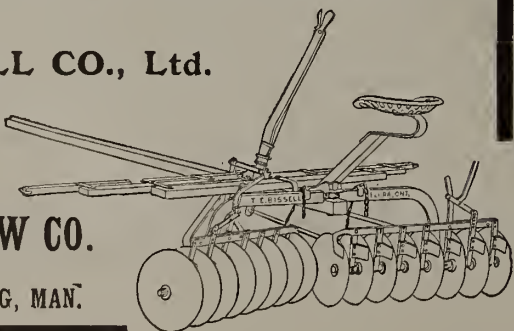
Sell the "BISSELL," the HARROW THE BEST FARMERS WANT

Western Farmers realize that cultivation with the right Disk Harrow increases their crops. There is a vast difference in Disk Harrows though, and the best farmers select the "Bissell" as the Harrow that gives the most thorough cultivation, that stays down to its work and stirs all the ground, that has the greatest capacity and that does both the most work and the best work. So, when an agency is wanted for a Harrow that will sweep everything before it, the "Bissell" is chosen. "Bissell" Agents make money because farmers want that kind of a Harrow. The "Bissell" is so designed that the hitch is well back, the seat projects over the frame and the frame is directly over the gangs. This construction removes the weight of the Pole, Levers, Braces and Driver from the Horses' Necks. But write for booklet giving complete description; also ask for prices and local agency for your territory. Address—

T. E. BISSELL CO., Ltd.

DEPT. E
ELORA, ONT.
OR

JOHN DEERE PLOW CO.
LIMITED
Western Agents, WINNIPEG, MAN.



This is the Celebrated Swenson's Malleable Stump, Tree and Bush Puller.

Made in five different sizes, and for all purposes

Now Mr. DEALER, are you aware of the fact that you lose a very profitable business if you do not secure the Agency on this Machine? We have special apparatus for the Northwest Trade, such as scrub and burnt-over willows and poplars, either cut or standing. Positively it is the only Machine that will do the work. If you allow your competitor to get this Agency you have only yourself to blame.

CANADIAN SWENSONS Ltd., William St., Lindsay, Ont.

American Continent or \$3.14 in Canada alone in 1910? which is an increase from \$2.70 in 1909. Think of it, it is worth expending some grey matter over. In Manitoba alone last year we offered up on the altar of Vulcan, the god of fire, \$2,000,000 worth of property with a population of 496,100—this means an annual per capita tax of \$4.05. To this figure we must add the cost of fire fighting, fire prevention, protective associations, etc., etc., including the work of our own Provincial Fire Commissioner, whom I wish to thank for valuable information gleaned from his reports. This is computed for the United States and Canada, at \$250,000,000 per annum, and brings the total yearly cost of the "ash heap" to over \$400,000,000 or more than the total cost of the Panama Canal. We view with consternation the heavy drain on the European nations for the up-keep of their vast armies and navies, but what must they think of the wanton profligacy of our fire tax? The per capita loss in the average European country is about .33, or as one actuary puts it, "The loss ratio in France and England is 4 to 7, while in America it is ten times as great." Some critics say, "Because the buildings in the older lands are of a better class," but this is not always true, for hundreds of their homes are but poor cottages, frequently thatched, and

of flimsy construction, and closely congested. The real reason for our increased loss ratio is the lack of personal interest in preventive measures, the want of realising the personal responsibility, and often glaring criminal negligence, possibly due to a large extent to our easy Western mode of living and the rapidly acquired wealth and continued prosperity. When confronted with accusations of carelessness and want of community interest, we are often asked that old question "Am I my brother's keeper?" This question has been the one used through all ages to hide behind by those individuals who wish to shirk the responsibilities of citizenship. We are responsible to our fellows and they to us. Civilization is founded on the community spirit.

Self preservation is said to be one of the first laws of nature, and if this law is the only incentive that will make the individual take the ordinary precautions that will protect his own property and yours, then by all means preach it to him, for in protecting his own property he is doing the community a service, but try as he may to avoid the wider responsibility, he cannot, for every individual bears his proportion of the public waste, either directly through suffering by his neighbor's carelessness, or indirectly through the increased insurance premiums, cost of fire apparatus,

and increased cost of living, consequent on this fire waste. For, even suppose the losses are adequately protected by insurance, insurance does not restore the property destroyed, but simply distributes the loss.

And now for the feature of insurance protection.

What is insurance? Simply the combination of many for mutual protection. Insurance premiums represent a sinking fund placed on deposit against the evil day.

The insurance companies are the trustees of those funds and the intelligent distributors of same.

By maintaining adequate insurance you are assured of solvency should fire visit you; on the other hand, if you are uninsured, or have not sufficient insurance, if a fire occurs you probably have just purchased a large stock, owe your creditors a large amount of money—you are left without means to meet these liabilities or to obtain a fresh start.

You owe it to yourself, your family, your creditors and the community at large to always maintain adequate insurance on all your property.

We hear considerable criticism regarding the high rates charged by insurance companies. In view of my preceding remarks, and the figures I give, you will surely concede that there is ample reason

for higher rates than in other countries, where the loss ratio is so much less. To quote from an article appearing in Toronto Saturday Night: "After all it is ignorance and indifference on the part of the general public that has caused conditions to be as they are." Each of us can assist in reducing the premium rates if we will realize our individual responsibility, and determine to do all in our power to reduce the fire loss.

First, "Look to your own door step and see that it is clean."

Examine your property carefully (see that the heating and lighting apparatus is all clean, in good repair and absolutely safe.

Allow no careless use of matches about the premises or naked lights.

Don't leave matches lying about where children or mice can get at them.

Clean your chimneys out frequently and see that they are in good condition.

Don't empty ashes in wooden receptacles or close to buildings where the wind can blow the embers into dangerous places.

If you allow smoking on the premises, provide metal cuspidors for cigar butts and matches; don't permit careless throwing about of these.

If you handle gasoline, prohibit

Owens Smut Cleaner

The most successful machine ever made for the purpose, because constructed on common-sense lines.

SEPARATES SMUT BALLS, WILD OATS,
RAG WEED
FROM WHEAT OR BARLEY.



SEPARATES
ALL OTHER
SEEDS
LIGHT
ENOUGH TO
FLOAT

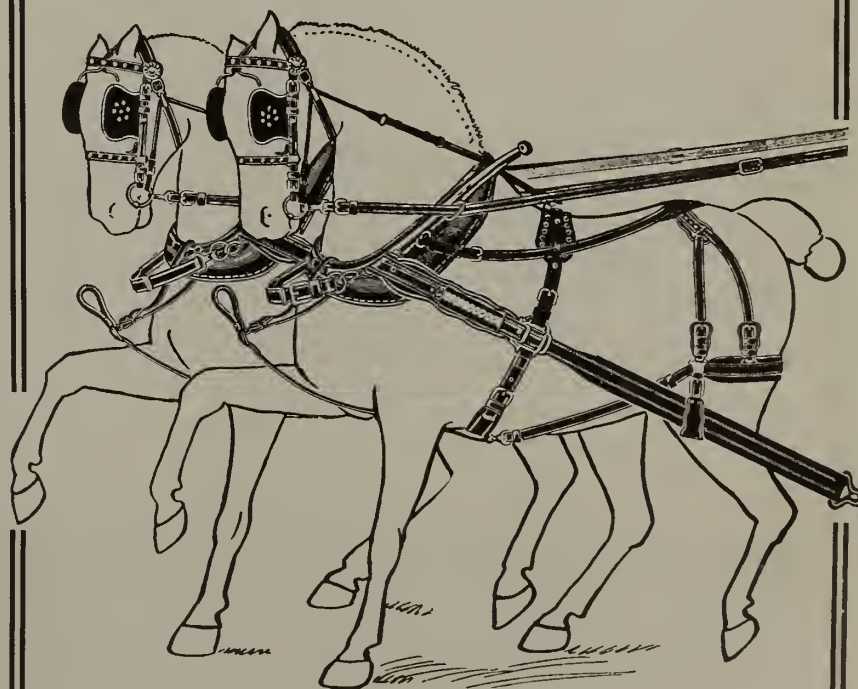
Uses half the quantity of liquid, as grain is thoroughly drained; large capacity; guaranteed to prevent smut or money refunded.

The only perfect machine built. Sells like hot cakes. Get the agency at once. Stocks kept at Winnipeg, Saskatoon and Calgary.

The Harmer Implement Co.
WINNIPEG

HARNESS 1,000 SETS JUST RECEIVED

At Winnipeg Branch—Let us have your orders early



Also a full range of Carriages on hand for prompt shipment

Heney Carriage & Harness Co., Ltd.
MONTREAL, P.Q. WINNIPEG, CAN.

smoking in the same room, the lighting of matches or other flame or fire.

Provide your premises with some kind of fire extinguishers that can be relied on, and are convenient for instant use.

If you are in an unprotected town, work unceasingly to get protection; good outfits can now be secured at a moderate cost.

Adopt for your motto: "Prevention is better than Cure," but like the wise ones be ready with the cure if you need it. Remember that the reduction of fire losses means reduction of insurance rates; also, if you are constructing new buildings, spend a little more and build them well, of non-combustible material if possible, or if not, safeguard them in every possible way.

And further, educate your neighbors to do likewise, but remember there is nothing like example for that.

A writer to the Monetary Times says:

"Fire insurance was not designed to promote any form of beneficence, nevertheless, in its working out it does produce all the effects of a beneficent purpose—relieves the policy-holder of much anxiety of mind; averts in multitudes of cases what would otherwise prove resultant bankruptcy, and generally tends to minimize the incalculable fire waste of the world."

I cannot close my remarks without giving expression to a few hints to insurers:

Use care in filling insurance applications.

See that your property is properly described, both as to location and construction.

Don't add in the value of the land when computing cost of buildings.

See that all valuations are cor-

rect and that no property is over-insured, but fully protected.

Remember you can only recover for the value of the property destroyed, no matter how much over-insured.

If other parties are interested, determine your insurable interest, or have loss made payable to them "as their interests appear."

Specify the amounts on buildings, stock, fixtures or other divisions, clearly and correctly.

When you get your policy read it carefully. This may seem superfluous, but it is time well spent.

See that the dates and amounts are correct, that property is properly described and located, that each subdivision of policy covers as it should, that permission is given for gasoline or acetylene lighting, if you use either, that you have permission for selling or storing gasoline or oils or other inflammable materials, if you handle them (statutory conditions prohibit these otherwise), pay the premiums promptly.

Remember that insurance policies are contracts to which there are at least two parties and you are one of these—so fulfil your part of the contract—then you can demand that the other fellow does his share.

If you have a loss report it at once to the local agent of the company and also to the head office, use the telephone or telegraph, then prepare an inventory of all the property destroyed. You will find that most insurance companies, in fact all reliable ones, are anxious to make prompt and equitable settlements and delays are usually due to lack of information or failure to live up to the contract.

Patronize the insurance department of your association.

If any of you feel doubtful as

to the validity of your policies, I would be glad to examine and report on them at any time, irrespective of what company you may be insured in. Any other information or service which may be in my power I shall be pleased to render to your Association.

I should like to emphasize the importance of taking an inventory of your stock at least once a year. Mr. Detchon touched on this subject, and I may say that in the event of a fire loss, the quicker the adjuster can satisfy himself as to the actual loss sustained, the quicker will the insurance company make a settlement. The inventory provides the adjuster with a ready means of ascertaining the loss on stock, hence it is of great value in case of fire.

F. D. Blakely rose to remark that wholesale houses feel that the man who is fully insured is much safer to do business with.

Moved by D. Shirriff, seconded by Wm. Bourke, that a vote of thanks be tendered Mr. Stafford for his instructive address.—Carried.

D. Shirriff, in moving the vote of thanks to Mr. Stafford, spoke briefly on the advantage of having a cost accounting system by means of which he could ascertain at the close of each day exactly what position he was in. There was nothing complicated about this and he urged upon those present the desirability of adopting some such system and keeping thoroughly posted as to whether they were making or losing money.

J. W. Stafford responded appropriately to the vote of thanks, and described how he started in the insurance business through having suffered a fire loss himself. He was then prevailed upon to render Dr. Drummond's "Wreck of the Julie Plante" in his own

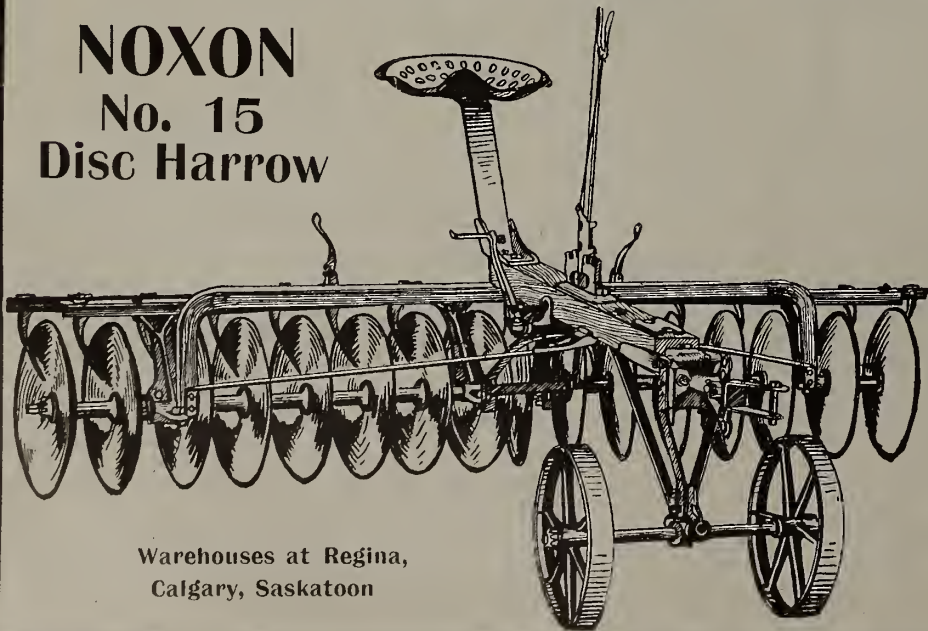
inimitable style. Mr. Stafford has got the accent and gestures of the habitant down fine, and his selection was very cordially received, indeed if business matters had not still to be considered he might have been responding to encores yet.

F. D. Blakely made an appeal to those present to write their experiences on trade matters for publication in Canadian Farm Implements. That publication welcomed to its columns letters from dealers on any subject of interest to the trade. He cited the fact that in response to the circular letter to members of the Association announcing the Annual Meeting, 200 did not deign to reply although an addressed return postcard was enclosed. This was rather discouraging and he thought that the secretary was in all cases entitled to the courtesy of a reply. In addition to those present, the secretary read the following names of those who had answered his letter, regretting their inability to be present and extending wishes for a successful meeting:

David McFarlane, Robt. Pitt, Hill Bros., E. B. R. Hall, P. McKenzie, G. K. McEwan, E. C. Gosset, Stone Bros., T. H. McGregor, Clemens Bros., M. Harper, Johnson & Mair, Jas. McCulloch, Hutchinson Bros., Bugar & Bolton, R. M. Angus, M. G. Brown, N. J. MacDonald, A. F. Deighton, C. N. Pollard, Thos. Jamieson, R. B. Hill Co., H. B. Thomson, Jno. Auchmurty, W. J. Long, Dubey & Harkin, A. E. Cornish, L. E. Yingst, R. A. Cowan, T. L. Brown, J. W. Clarke, J. Rutledge, John Brady, J. W. Hurlburt, Boulton & Co., McKay & Clarke, Mayne Bros., W. J. Harris, W. E. Richardson, W. G. Robinson, Lockhart & McIntosh, C. H. Currie, Brenton Bros., Harper &

THE NOXON COMPANY LIMITED, INGERSOLL

NOXON No. 15 Disc Harrow



Warehouses at Regina,
Calgary, Saskatoon

Strongly built. Properly balanced.

Light draft.

Spring pressure. Independent gangs.

Does not buckle in center.

Every disc stays in the ground and does its work.

Supplied with or without tongue-truck.

TUDHOPE ANDERSON & CO. Ltd.

WINNIPEG

Pawling, Carruthers & Ellis, A. A. Williams, G. A. Cunningham, Stewart Bros, Northern Hardware Co., Gilbert Dunton, D. J. Fraser.

J. W. Stafford suggested that the secretary-treasurer open in his paper, Canadian Farm Implements, a column of "Notes and Queries," in which readers could put questions on such subjects as Fire Insurance. Mr. Stafford proclaimed his willingness to take the responsibility of providing answers to these queries, and he thought that this department should add considerably to the value of the paper. F. D. Blakely in reply expressed himself as pleased to comply with Mr. Stafford's suggestion. He welcomed to the columns of the paper questions on Fire Insurance or any other subject of interest. Continuing, Mr. Blakely outlined the arrangements which were made with The Central Canada Insurance Co. when it was decided to put on Insurance for members of the Association. Under these terms the company grants the Association a reduction in premiums of 22½ per cent. on all business up to a total of \$100,000. Over that sum 25 per cent. reduction will be given. The Association decided to allow all members a discount of 20 per cent. off regular rate.

Some further discussion of fire insurance followed, and the sec-

retary-treasurer again reminded the meeting of the desirability of forming Local Clubs in order to obtain the numerical strength necessary to get concessions of this nature from business concerns with whom they had dealings.

It was suggested that dealers pay an amount equal to 10 years' dues for a life membership. C. R. Gough spoke on this subject and cited the Grain Growers Association, in which the practise is followed, proceeds of life-membership fees are placed to a sinking fund account, the interest only being used for expenses.

As an alternative the president suggested a five-year membership fee, but after some discussion this matter was laid over.

The meeting then adjourned at 4 p.m. until the call of the president.

DIRECTORS' MEETING.

Immediately following the adjournment of the Annual Meeting the directors assembled for business, the president, J. Winram, in the chair, and Messrs. Gough, Carnahan, Bourke, Wright and Blakely.

Remuneration for the clerical work attached to the secretarial duties was next under consideration. It became apparent that F. D. Blakely was in a position to look after this work in a more satisfactory manner than could any other person, and after

various suggestions had been made it was moved by Wm. Bourke, seconded by C. R. Gough, that \$300 be placed to the credit of the Secretary-treasurer.—Carried.

The question of appointing an organizer was discussed. Owing to the high expense involved it was thought advisable to defer putting an organizer on the road until about June.

Moved by W. J. M. Wright, seconded by W. Bourke, that the appointment of an organizer be left in the hands of the president and secretary.—Carried.

Local clubs were again discussed and the conclusion was arrived at that if the formation of Local Clubs progressed sufficiently, delegates could be appointed from them to the annual meeting. This would greatly enhance the value of the Annual Meeting to the Association, as each delegate would come primed with information and experience gained in his own district.

Insurance matters came up for discussion and it was moved by W. J. M. Wright, seconded by C. R. Gough, that the sec'y is hereby empowered to make the same arrangements with the Central Canada Insurance Co. with regard to commissions, as obtained last year.—Carried.

Moved by W. Bourke, seconded by D. S. Carnahan, that the secretary be empowered to make

arrangements with the Central Canada Insurance Co. to take care of the clerical work of the Insurance Dept., paying therefor the actual cost of work done on the basis of settlement for 1910.—Carried.

The meeting adjourned at 5.30 p.m.

New Seed Wheat.

Prof. Biffen, of the Department of Agriculture of Cambridge University (Eng.), has made a series of successful experiments in conjunction with the Home Grown Wheat Committee of the National Association of British and Irish Millers.

A new seed wheat has been produced, to be known as "Burgoyne's Fife," and the variety is claimed to have the well known milling strength of Canadian Fife with the yielding qualities of English wheat.

"Burgoyne's Fife" is a cross between "Fife" and Essex rough chaff, and it has already been tested on various soils in England. It is said that the authorities are convinced of the superiority of "Burgoyne's Fife" over any known variety of English wheat, as far as quality is concerned, and they believe it is likely to succeed, as regards yield, under many conditions, both for autumn and spring sowing.

YOU want a Gas Tractor

For Your Trade



The 1911 Model "FLOUR CITY" is both a Kerosene OIL PULL or GASOLINE burner. The Gold Medal Winner, made in sizes 20 h.p., 30 h.p. and 40 h.p. The best tractor made. Get our new

Catalogue and Booklet of Testimonials.

Our Lines of WINDMILLS, STICKNEY ENGINES, WELL DRILLING AND BORING RIGS are complete.

Also our Lines of AYLMER PITLESS SCALES, and other scales and pumps.

**ONTARIO WIND
ENGINE & PUMP
CO. LIMITED**

Winnipeg Toronto
Calgary



THE "FLOUR CITY" TRACTOR WILL DO YOUR PLOWING AND GENERAL FARM WORK CHEAPER THAN HORSES OR STEAM!



As an economical factor on the farm, the "Flour City" Gasoline Tractor has come to stay. It is always ready to put on any kind of work, and is cheaper than horses or steam. It will do more plowing in a day than thirty horses.

The "Flour City" is considered the best designed, best built, strongest and most economical tractor on the market today.

It is of the four cylinder type, which admits of a lighter construction. The "Flour City" gives the maximum power with the minimum weight. It does not pack the ground so hard, and will pass over soft places where others cannot

The "Flour City" twice won the Gold Medal at Winnipeg, and the following letters are more evidence of its superiority:—

GENTLEMEN,—
I have your letter of the 3rd inst. and beg to say that the 30 Horse-power "FLOUR CITY" engine, which I purchased from your Company last spring, has given splendid satisfaction. I threshed an average of about 1600 bu. a day with it during the threshing season. The engine starts easily, and runs very smoothly. Although operated by a man without any former experience, it gave very little trouble.
I am also pleased with the careful attention given by your expert when starting the engine.
Yours truly,
W. C. SUTHERLAND, Saskatoon, Sask.

GENTLEMEN,—
In reply to your inquiry as to how I like the "FLOUR CITY" 30 Horse-power four-cylinder engine, will say, that I am perfectly satisfied with it in every way. I have plowed over 400 acres with it, and have had no breakage or trouble of any kind. Have had this engine about two months.—Yours truly,
JAS. G. HENRY, Guernsey, Sask.

KINNARD-HAINES CO. Minneapolis, Minn.
Dominion Agents: **ONTARIO WIND ENGINE & PUMP CO., LTD.**
WINNIPEG TORONTO CALGARY

Spring Selling Campaign.

The approach of spring should induce every implement dealer to give earnest thought to his selling campaign. No doubt many will be content to accept the natural flow of business to their warehouses caused by the farmers getting back on the land, and by the influx of new settlers in need of farm machinery, but something better than a waiting policy is necessary if the most is to be gained in the busy season. The present moment is not too soon to begin an energetic canvass of prospective customers, and those whom it is inconvenient or impossible to call on personally should be made recipients of a tactfully worded letter bearing on their implement wants for spring, and reminding them of the complete line of newly purchased goods in your warehouse. Look over your list of customers and prospects, making careful note of those who are sure to need new machinery shortly—of course you kept tab of the farmers who were using old and worn out machinery last season. Now is the time to get after those fellows. Remember that a personal letter is next to calling on the prospective customer, and if skillfully compiled is far more likely to receive consideration and bring results than the ordinary printed circular. Newspaper advertising, however, has a distinct value, and should not be neglected. That advertising in the local newspaper is profitable it is hardly necessary to demonstrate, but we may mention that the mail order houses in great cities use advertising space in the local papers wherever the publisher will carry their business, in addition to their ordinary system of scattering circulars, catalogs, etc., wherever they can obtain names and addresses.

The Implement Dealer as a Leader.

There is a peculiarity about the word "Dealer" which perhaps few have noticed. The letters forming the word may be transposed to form "Leader." This fact suggests that the dealer should in very truth also be a leader. Writing on this theme in Farm Implement News, C. M. Johnson says:

He must be a leader in his town, socially, morally, politically and commercially. Why should he try to be a leader in all of these respects? Because every person follows some leader, naturally.

By being a leader, success in business comes to him as a side issue, as it should come. Let any man be so tied up in his business affairs and his success that he does not think of the outside world, and he will soon find that



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
F. D. BLAKELY, Manager
822-3 UNION BANK BUILDING Telephone Main 518 WINNIPEG, CANADA

SUBSCRIPTIONS
\$1.00 per year in Canada; Foreign \$1.25 per year. Single Copies, Ten Cents

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Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name.
We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MARCH, 1911

he is alone, and his success and customers have deserted him. He will have just what he sought for himself. A man gets what he goes after and no more. He gets to thinking only of himself and his success and finally he has only himself to think about.

By being a social leader in the town, he meets a certain class of people who will give him pleasure and at the same time increase his world of acquaintances and friends, who will come to him with their business, realizing that he is the leader in their social life and, therefore, must be a leader in his line of business.

The same result will come in his efforts to be a political leader, although here is where a man must draw the line carefully. Don't confuse the word politics and political interest, as politics can do more harm than good; but he should be actively interested in the politics of his town as it applies to the moral uplift of his community, and the desire to see good, honest, true men in office. His interest along these right lines, politically, will bring his name to the attention of those who are looking for men of integrity, and the fact that he handles these town problems in a business-like and progressive way, will bring to him desirable trade.

Look on the Bright Side.

Never talk hard times, even if business is a little dull. Nothing is more contagious than pessimism, and especially should such a view be avoided when conversing with a prospective customer, for he may quickly fall into the same mood and be-

come indisposed to buy. If crops were short in your district last fall and trade a little slack in consequence, take a hopeful outlook, and impress the same feeling on those with whom you come in contact. Did you ever notice how bright and cheerful is the travelling salesman who calls on you? He never mentions hard times, because he knows the power of suggestion. Even if he is not doing as well as he would like, he is careful to keep the fact a secret and preserve a smiling exterior. Dealers would do well to follow this example and remember that the surest way to kill trade is to carry round a grouch about poor business and hard times. Don't be a knocker. You can't saw wood with a hammer.

Are You a Member?

We hope our readers will carefully peruse every line of the report in this issue of the annual meeting of the Interprovincial. More especially we desire those who are not yet members of the association to make themselves familiar with what is being done. No dealer can afford to ignore organization from now on, for the subject has been so persistently brought to the notice of the trade through this journal that those who stay outside the lines can have no logical excuse for their indifference.

Organization is the means by which fair prices can be obtained and maintained, unfair and unfriendly competition averted, concessions secured, credits protected and brought to a saner basis,

collections simplified and greatly improved by the elimination of the poor payer and dead beat. It is the surest method for generally safeguarding and uplifting the implement business to a higher level.

Join your Local Club, join the parent association, join any kind of organization, however small, that has for its objects friendly intercourse leading to better understanding on business affairs. United retail dealers can obtain almost any reform they may demand; as individuals, only exceptional men can make much headway. It pays many times over to co-operate.

Twine Prices Announced.

Prices were announced on Plymouth Twine March 1, as follows:

Sisal (500 ft.) 6½
Standard (500 ft.) ... 6½
550 6⅞
600 7¾
Pure Manilla 9
10,000 pound lots, ⅛ cent less;
carloads ¼ cent less.

These quotations are F.O.B. Chicago and are one cent lower than last year's on Sisal and Standard, seven-eighths cent lower on 500-foot, half cent lower on 600-foot, no reduction on Pure Manilla.

According to Farm Implement News the reduction in price of Sisal and Standard has been indicated by the decline in the price of sisal fibre. Some of the smaller producers have been selling at 6¾ since last October.

The International Harvester Co. have also announced twine prices as follows:

Sisal (500 ft.) 6½
Standard (500 ft.) ... 6½
Manilla (600 ft.) 7⅞
Pure Manilla (650 ft.) 8¾
F.O.B. Chicago.

with the usual allowance of one-eighth cent per lb. on 10,000 lb. lots or ¼ cent per lb. on 20,000 lbs. or carloads.

In arriving at the price f.o.b. Winnipeg dealers should bear in mind the freight rate of 60c. per 100 lbs. should be added. This is subject to a possible increase of 3c per 100 lbs, owing to the postponement of a decision of the U.S. Interstate Commerce Commission, which will, it is expected, finally decide this point on March 15. In order to get the best possible rate carloads of 24,000 lbs. should be ordered, for the rate is based on 20c. per 100 lbs. with a 20,000 minimum Chicago to Minnesota transfer and from that point 40c. per 100 lbs. with a minimum of 24,000 lbs.

It is a pretty good plan to take an interest in your local trade organization. There never was a time when organization could not produce beneficial results for almost anybody.

OFFICERS FOR 1911

J. M. REID,
President.R. MCKENZIE,
First Vice-President.L. D. LOGAN,
Second Vice-President.

Annual Meeting of Winnipeg Wholesale Implement Association.

On Friday, February 24th, the annual meeting of the Winnipeg Wholesale Implement Association took place at the Royal Alexandra Hotel. There was a large attendance of those connected with the implement fraternity and the meeting was marked by an enthusiasm and interest that speaks well for the organization during the coming year.

The President, M. J. Rodney, International Harvester Co., occupied the chair and in presenting his annual report gave an excellent resume of the work accomplished during his term of office. He pointed out the necessity for a full realization by the implement trade of the country of such associations, indicated many evils which could be satisfactorily overcome and many practices and undesirable business methods that could be entirely eliminated. Speaking with respect to the accomplishments of the organization particularly, Mr. Rodney dealt especially with the matter of recent decisions of the Railway Commission with respect to express rates, a matter which the Association brought to the attention of that body in 1907 and 1908. Regarding the matter of legislation in various provinces of the country, he felt that it was important, in fact had proven itself necessary, that some central body or bodies watch the matters brought before the various houses in order that the trade have that protection essential to fair and equitable business development.

Dealing with the membership of the Association, Mr. Rodney strongly urged greater interest, not only at special meetings, but at all times of the year. It was impossible for the association to

know at what moment a matter of vital importance to the implement trade might be brought up, either in connection with legislation, freight rates, etc., etc., so that it was desirable that every member keep in touch and bring before the various meetings anything likely to affect business adversely or otherwise.

At the conclusion of his address it was moved by Mr. Mott, seconded by Mr. Whitaker, that the report presented be received and filed and that the chairman be tendered the sincere thanks of the meeting for the full and interesting remarks given.

Then followed the election of officers, resulting as follows:

President, J. M. Reid, Ontario Wind Engine & Pump Co.; Vice-Pres., R. McKenzie, McLaughlin Carriage Co.; 2nd Vice-Pres., L. D. Logan, Sharples Separator Co.; Secy.-Treas., Thos. W. Learie. Executive Committee: Carriage Section—R. McKay, Canadian Moline Plow Co.; I. C. Nelson, Brandon Implement Co. Thresher Section—Jno. Turnbull, Sawyer & Massey Co.; C. Stinson, American-Abell Co. Implement Section—S. S. Bean, American Seeding Machine Co.; E. E. Ellwood, Empire Cream Separator Co. Delegates to Winnipeg Industrial Exhibition Association—E. E. Lyday, Parsons Hawkeye Co.; J. Clarke, Robert Bell Engine & T. Co. Delegates to Winnipeg Industrial and Development Bureau—H. W. Hutchinson, John Deere Plow Co.; Ed. Strachan, John Watson Mfg. Co.

Among the guests present was J. E. Ruby, so well known to the implement trade of the west and who is now located as sales manager of the Frost & Wood Co.,

of Smith's Falls, Ontario. In the course of a few remarks Mr. Ruby congratulated the Association on its evidences of progress and as one of the charter members of the organization he at all times followed its development with deep interest. Mr. P. C. Van Vleet, publisher of Canadian Implement and Vehicle Trade, Toronto, and the Thresherman's Review of Canada, was also present and addressed the meeting briefly.

J. M. Reid, the new president of the association, is well and widely known to the implement dealers throughout the country. He has been connected with the Ontario Wind Engine & Pump Co. for many years and has been in charge of the business since they established in Winnipeg seven years ago. An active and progressive business man and one who enjoys the confidence of his fellows in a most marked degree, there is no doubt that the Implement Association will profit by his presidency. He has the support and congratulations of all members.

The fifth international dairy congress which is to be held in Stockholm in 1911, is offering a prize of \$100 for the best essay on the nutritive value of untreated milk as compared with that of pasteurized, sterilized, or evaporated milk. The essay must include in its subject matter accounts of practical experiments made upon infants.

Because a man does not agree with you as to the best way of running your store, that is no sign that he is wrong. You may be mistaken yourself.

Personals.

L. Dennis has opened an implement warehouse at Howell, Sask.

Chas. Brown, implement dealer at Boissevain, has sold out to McDonald.

H. J. Dyck, implement dealer at Lowe Farm, Man., is selling out to J. C. Banman.

Fell & Hart, implement dealers at Moosomin, have dissolved. A. E. Hart continues.

V. C. McCurdy, implement dealer at Moosomin, has been succeeded by K. M. Fell.

A. T. Deighton, implement dealer of Fairlight, Sask., is on a trip to the coast.

J. Couture, implement dealer and blacksmith at Morinville, Alta., has sold out.

Klassen & Friesen have commenced an implement business at Herbert, Sask.

Law Bros. have bought out the Togo Hardware & Supply Co. at Togo, Sask.

W. H. Wells has purchased the implement business of C. Buckborough at Wellwood, Man.

Moxness & Landeen, implement dealers at Craik, Sask., have dissolved, Landeen continues.

Grant & Son are successors to the implement business of J. A. McKinnon at Sidney, Man.

A. J. Stewart, implement dealer at Souris, Man., has been succeeded by Johnston & Brown.

D. S. Carnahan, implement dealer at Virden, Man., has taken one McKnight into the business.

G. A. Whaley has sold his implement business at Grandview, Man., to C. B. McLean.

A. E. Hughes, implement dealer at McAuley, Man., has admitted J. Parke as a partner.

J. C. Cram, implement dealer at Alexander, Man., has been succeeded by Norman White.

Cameron & Laycock are commencing an implement business at Waskada, Man.

Wilkins & McKenzie have started an implement business at Leross, Sask.

Riddett & Lane, hardware and implement dealers at Jasmin, were burnt out Feb. 2. Partially insured.

J. I. Mills, in the auto and implement business at Edmonton, Alta., has sold his implement business to W. D. Graham.

A. W. Carlson has taken over the implement business of Cameron, Duncan & Scott at Forward, Sask.

P. A. Sharp & Co., hardware and implement dealers at Earl Grey, Sask., have sold to S. A. Youngberg.

The Plymouth Cordage Co., North Plymouth, Mass., have appointed B. Preston Clark vice-president, and Francis C. Holmes,

treasurer, in the place of G. F. Holmes, deceased.

McBurney & Sanders, implement dealers at Killarney, Man., have dissolved partnership, T. C. McBurney continues.

F. W. Dalzell, implement dealer at Bradwardine, Man., has been succeeded by Morrison & Graham.

John McDougall is reported successor to the estate of J. Aikenhead, formerly implement dealer at Carberry, Man.

Adamson & Moore, implement dealers at Langham, Sask., have dissolved, R. W. Moore continues.

The Long Lake Trading Co. are reported successors to Pringle & Johnson, implement dealers at Venn, Sask.

J. S. Girardin has joined the traveling staff of the Ontario Wind Engine & Pump Co. in the Alberta territory. He will make Edmonton his headquarters.

M. G. Pettapiece has recently sold his business at Manotick, Ont., and will take the road in southern Manitoba for the Ontario Wind Engine & Pump Co.

Mr. Haas, manager of the Janesville Machine Co., Minneapolis, spent Bonspiel week with S. S. Bean, of the American Seeding Machine Co., which company handle the Janesville products in this territory.

W. V. Lindeburgh, until recently in the implement business at Punnichy, Sask., has gone on the road for the Ontario Wind Engine & Pump Co.

A. F. Vaison, implement dealer at St. Rose du Lac, Man., paid us a visit during Bonspiel. Mr. Vaison is the only implement man in his town and reports a good business.

Ernest Woodfield, until recently with the Red River Metal Co., Winnipeg, has joined the road staff of the Ontario Wind Engine & Pump Co. He will handle this company's line of pumps and scales.

T. McKnight, Winnipeg, manager of the Heney Carriage & Harness Co., has just returned

from Lynedoch, Ont., where he was called on account of the fatal illness of his father. Mr. McKnight only arrived a day previous to his father's death. The deceased had passed the allotted three score and ten mark.

The following implement dealers were among those who paid a friendly visit to Canadian Farm Implements during Bonspiel: W. H. B. Sharp, Wm. Bourke, D. Shirriff, F. J. Walsh, C. Johnson, J. C. Reid, J. W. Hamilton, S. H. Greenwood, G. McKessock, Alex. McLeod, A. G. Bayles, Jas. Winram, A. B. McLeod.

Will handle Motors and Tractors

The American-Abell Engine & Thresher Co., Ltd., have made arrangements with the Universal Gas Tractor Co., of Stillwater, Minn., for the output of their factory.

This tractor will be known in Canada as the American-Abell Universal Farm Motor, and is a 40 horse power brake test, 20 horse power actual, or draw-bar. The motor is of the double opposed type, cylinders $7\frac{1}{2}$ in. bore by 8 inch stroke, speed 500 revolutions, weight 10,500 pounds. This seems to be the most popular size gas engine for general farm purposes.

The American-Abell Co. has also arranged to handle the Warren-Detroit Automobile, manufactured by the Warren Motor Car Co., Detroit, Mich., and these two lines will be sold by the company to the trade only. By these additions to their popular plowing and threshing machinery the company is better able to meet the requirements of the dealer and keep the position they have always striven for, as leaders in their line.

Loss by Fire

The McLaughlin Carriage Co. suffered damage by fire at their Winnipeg branch, Princess st. and Ross ave. on March 13. The damage amounted to about \$20,-

000, and was fully covered by insurance.

The company assure us that the usual course of their business will be carried on, and there will be no interference with the prompt shipment of goods for spring delivery. They have now the largest stock in the history of their business on hand in their western branches, and are confident of being able to meet all demands made upon them.

U. S. Factories in Canada.

An Eastern newspaper has been making a canvass of American factories which have branches in Canada and reports a list of 184 with a combined estimated capital of \$233,000,000.

The products of these branch factories include, among other things, agricultural implements, electrical machinery, malleable and gray iron castings, gas engines, saws and tools, conveying and mining machinery, railway iron and steel work, chains, automobiles, horseshoes and nails, transmission machinery, stoves, lumber, barrels, boxes, office furniture, couches, folding beds, silverware, paints, oils, varnishes, printing inks, fountain pens, cereals, confectionery, self-sealers, silk thread, paper, roofing paper, gum, gas, fly paper, chemicals.

Some of these are well known and their coming has been widely announced. The City of Hamilton alone has 15 of these branches, while in Montreal there are 19, and in Toronto 63. There are no statistics showing the number of persons employed, but it is clear there are many thousands. Two factories in Hamilton alone employ 5,000.

Big Prize for Best Wheat.

In November, 1911, a great National Land and Irrigation Exposition will be held at New York city. Sir Thomas Shaughnessy, president of the C.P.Ry., has announced that he will present \$1,000 in gold to the farmer

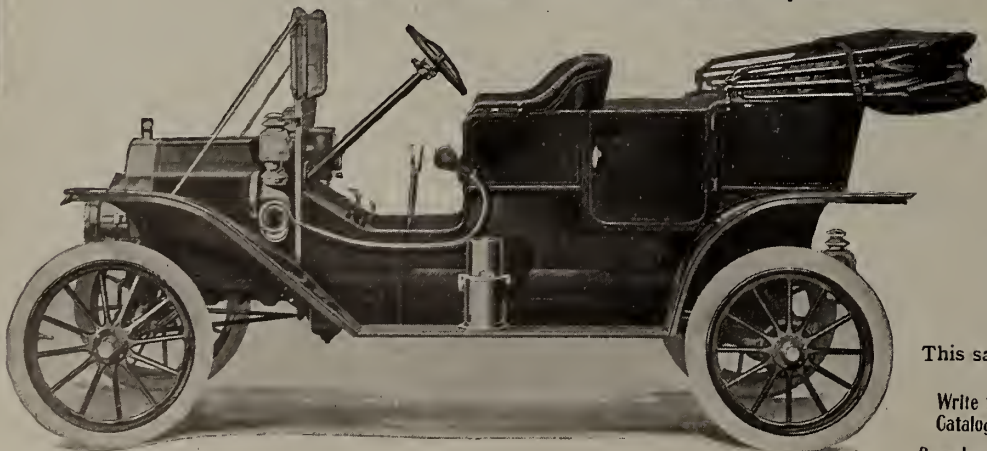
who will produce the best sample of hard red spring or winter wheat on the continent of America. Competition for this prize is open to every farmer from Panama to the North Pole. Canada has now the name of producing the best wheat on the continent, and this is particularly true of the Western provinces. One thousand dollars is in itself a large stake, but equally as great will be the honor of having produced a sample of grain that can win in such a competition. Quite likely no effort will be spared across the line to dethrone Canada from the exalted position which she now occupies as "mistress of the wheat." Canada should not lose this contest, as she has been advertised more by her ability to produce the best wheat in the world than by anything else.

A letter explaining the details of this contest is being sent to every farmers' organization in Manitoba, Saskatchewan and Alberta. J. S. Dennis, president of the Canadian Pacific Irrigation and Colonization Company, Calgary, is in charge of collecting samples of grain from the West. Agricultural societies, United Farmers' Societies, Boards of Trade, Town Councils, etc., are being urged to do all they can to stimulate an active interest in the contest. The winners of the wheat championships at this spring's provincial seed fairs will be in line for this competition next November. Mr. Dennis would also like to receive from interested farmers their best samples of this season's crop, for it may be that they will prove of superior quality to the samples exhibited at the seed fairs. The samples sent to New York will be entered in the competition under the name of the farmers who produced them and their respective districts.

Looks Good for Implement Dealers.

We constantly read that the cause of the steady rise in the prices of foodstuffs is the concentration of vast numbers of people

The Car of Established Quality and Established Value. The Cheapest Car in the World to Buy and Maintain.
The Lightest Car in the World, Size, Power and Capacity considered.
The Strongest Car in the World. The Easiest to operate.



Ford

Model "T" Touring Car. 5 Passengers, 4 Cylinders.

With Full Equipment. Extension Top, Automatic Brass Windshield, Speedometer, Two 6-inch Gas Lamps, Generator, Three Oil Lamps, Horn and Tools—F.O.B. Walkerville, Ontario.

\$975

This same Car with Three Oil Lamps, Horn and Tools, F.O.B. Walkerville, Ontario, **\$875**

Write for Catalogue

FORD MOTOR CO. OF CANADA Ltd. Walkerville, Ont.

Branches: Toronto, Montreal, Winnipeg and Hamilton,

Winnipeg Branch, 309 Cumberland Ave.

in the cities, and that the only remedy for this state of affairs is for greater numbers to engage in agriculture, raising sufficient farm products to amply supply the demand of the non-producing classes. The advocacy of this policy should be extremely satisfactory to the implement dealer for obvious reasons.

In the Canadian West the ranks of those who farm the land are probably being recruited fast enough without any special campaign in favor of agriculture. The rich and fertile soil of our prairies is now so well known throughout the world as to need little advertising. But we find the Federal and Provincial Governments, the publicity bureaus of various cities, steamship and railway companies, all calling attention to the bountiful West with unabated vigor. The stream of immigration shows no sign of shrinking, but rather increases steadily, and every farsighted implement dealer will find in this fact much encouragement. Things are coming his way, and he will realize that, as more and more people take up farming as an occupation, so will the demand for modern labor saving machinery increase. The implement dealer's position in the community is thus likely to become one of the most important, if it is not already so. No person is in closer touch with the farmer, and for this reason alone the dealer can view with the utmost satisfaction the great epidemic of land hunger in the Canadian West.

Factory again Busy.

Walter H. Schreiber, manager, and Philip Debolt, superintendent

of the Canadian Potato Machinery Company, returned on January 30 to Galt, Ontario, after a month's visit at the Champion Potato Machinery Company's plant in Hammond, Ind.

The Canadian factory has been closed down since the holidays, but active work of making potato planters, sprayers and diggers will begin at once upon their arrival. The office end of the business was taken care of by Mr. Schreiber during his stay in the States by having his mail forwarded.

Orders for these machines are coming very satisfactorily, and present indications are for a large trade in 1911 for this company.

What is a Dollar?

A dollar—what is it? "A piece of paper," says one. No, more than that. "Circulating medium," says one. No, more than that. "Something that you borrowed from your friend," says another. No, more than that says a writer in the National Magazine. That dollar is part of my life. I worked hard yesterday and earned a dollar. I might have spent it in a minute's time and been no richer for the investment, but I did not spend it. It was the only tangible thing I had out of the whole day's existence. The joy, the opportunity, and the privileges of the day had gone into the silence of the eternity that has passed. That dollar is my yesterday. I may spend it, and start tomorrow bankrupt. I may keep it and tomorrow need not work at all, because my yesterday's dollar will pay for the services of one who may do the work better than

myself; or, I may work again tomorrow and the next day, and the next, and save my yesterdays until I have long years of yesterdays, strong and capable of toil, who shall labor for me and keep me in comfort when my body is too weak to toil. A dollar is part of a man's life, and as he guards his health to take care of the future, so should he guard his dollars to secure the full service of the past.

Grand Trunk Changes

A. E. Duff, general agent at Winnipeg for the G.T.P. Ry., has been transferred to the Toronto office, as successor to James D. McDonald. It is four years since Mr. Duff came from Montreal to Winnipeg, and during his stay here he has built up a great trade for the company. He is very well known in the city, one of the most popular railway men in the West, and came to Winnipeg in February, 1907.

Mr. Duff was born at Sherbrooke, Que., May 1, 1872, and during his life he has had to work hard to gain the position that he holds to-day.

It is understood that W. J. Quinlan, who for three years was Mr. Duff's assistant, and for the past year has been travelling pas-

senger agent, will succeed Mr. Duff.

Notes and Queries.

Readers are invited to make use of our columns in solving the problems which arise from time to time in their business. Queries relating to the implement trade, and more especially to Fire Insurance are invited, and will be answered by an expert. In addition, every-day questions on business matters will receive careful consideration.

Auto Trade for the Dealer.

In the sale and distribution of the increasing number of automobiles demanded by the farmer, it is quite impossible for the factories producing the machines to care for all the details.

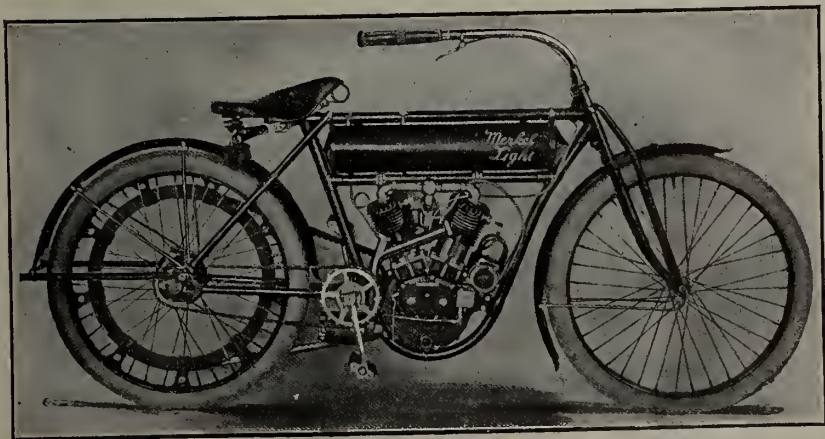
To do this an organization so large and intricate would be required that much complication and loss would surely result. The construction of enough of these machines to supply the demand is enough to fully occupy the time and attention of the manufacturer. He necessarily turns the general distribution of the product over to the jobber, state or territorial agent who is to cover in

Business Outlook Brighter

Some calamity hollers lately have been worrying about poor business. They should be laughed at and not listened to. They are all wrong. Business prospects are brighter than ever before. We never had a year as good as 1910. January has been a whirlwind for sales, and 1911 is going to be a hummer. The reasons are plain.

The Empire line consists of the best types of cone and disc separators, Gilson gasoline engines, Empire gasoline engines, full line of wood sawing outfits, grain grinders, and a line that sells. Do you wish to come in with us and share our prosperity? If so, write for terms at once to

Empire Cream Separator Company of Canada, Limited
WINNIPEG, MANITOBA.



Motorcycles are going to sell in the West this year and you can get some of the business. Why not write to-day for the best agency proposition offered in the West.

THE FLYING MERKEL

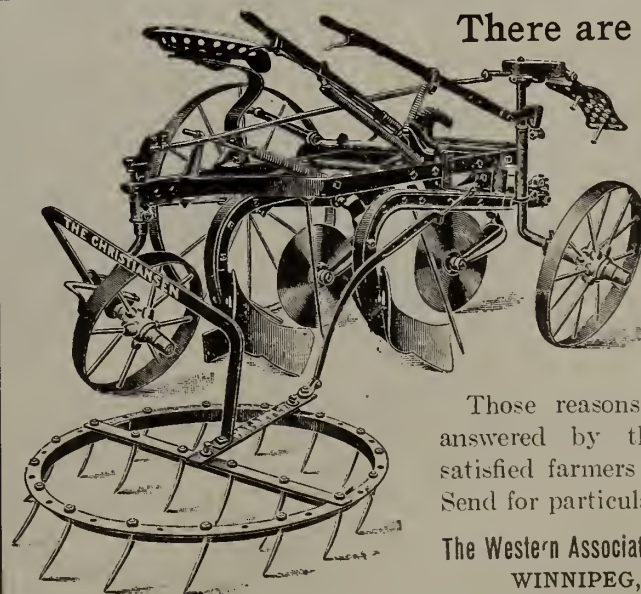
has a reputation that makes sales come easy. Get in line.

CANADIAN DISTRIBUTORS

Dominion Cycle Company

224-226 Logan Ave.

WINNIPEG



There are Reasons

WHY The Christensen Attachment is the only really saleable attachment on the market to-day.

Those reasons are plainly answered by thousands of satisfied farmers using them. Send for particulars to

The Western Associated Retailers Co.
WINNIPEG, MAN.

a general way a definite territory. This territory is so large that it is also impossible for the jobber or general agent to attend to the details of the trade; hence he must have local agents and salesmen who may easily come in direct personal touch with each purchaser, and be ready to supply detailed information and machines to fit the demands of each individual case.

The most natural solution of this part of the problem, says Autos and Implements, is for the established implement dealer to fill this position. And in fact this is what he is doing in a large and rapidly increasing number of cases. He has a personal acquaintance with practically all the people of his community; he has, perhaps, sold them tools and implements for years and he knows the nature of their work. If he is careful to secure a good working knowledge of the prin-

ciples, construction and operation of the gas engine, he is the right man in the right place—he can help his customers help themselves in the adoption of an automobile suitable for their requirements.

The implement dealer's place in this order of things, is based on the education of the people in the use of the motor car.

Necessarily the educational program begins with the dealer himself. This fact has proven a stumbling block in some cases. A dealer who does not understand the principles of the machine he sells need not be surprised if his goods do not stay sold. Many times the good common sense of the purchaser will enable him to overcome little points in the operation of the engine, but this is to the credit of the user. In case he asks the dealer for special information or help it should be promptly supplied and this can only be

done when the dealer has properly educated himself in the care and operation of the engine he is selling.

An excellent plan for the implement dealer who wants to keep abreast of the times and become a natural channel for the automobile trade in his community is to purchase a sample outfit for his own individual use. By using a motor car to do his travelling adjacent to his establishment, he will have the strongest possible argument for the sale of his goods. And while he is reaping the benefit of transacting his implement business in a thoroughly up-to-date manner, he has obtained a practical knowledge and experience that will enable him to completely fill his natural and desirable place in the distribution and sale of automobiles in his locality. The implement dealer who refuses to sell a good, well demonstrated motor car as a part of his

regular line, or the dealer who takes an agency and makes no effort to gain a knowledge of the machine's operation is not giving himself or his customers a square deal. A particularly important and highly desirable place in the automobile trade belongs to the implement dealer on the condition of course that he will do his part of the work.

The dealer is the logical means by which the automobile manufacturer will look to place his product with the farmer, providing the dealer gives intelligent effort to the line and when he takes an agency does so with the idea that to make a success he must be familiar with his machine and able to satisfy the purchaser who is a novice, that the machine is right and will stay right if handled in the proper manner.

A rolling stone gathers no moss but a moving stock does gather profits.

"ACME" Pulverizing Harrow, Clod Crusher and Leveler

Made in sizes working 3 feet to 17½ feet wide.

Used with One to Four Horses or with Gang Plow and Tractor

Mr. DEALER: You should sell the "ACME" Pulverizing Harrow because it is the Harrow needed to give RESULTS under the conditions in your territory: It produces the best possible seed bed and is best for GENERAL FARMING because it cuts and crushes clods and lumps, turns, smooths and levels the ground in one operation. One season's use will more than repay the cost to the farmer on ground prepared with it, from

INCREASED YIELD PER ACRE

The "ACME," used on hard ground or newly broken prairie, compacts the soil turned under by the plow, and leaves no voids or air spaces to waste moisture in the ground

CONSERVING ALL THE MOISTURE

On irrigated farms the "ACME" produces the ideal seed bed and the best results, as demonstrated by large numbers of successful farmers working under these conditions; on dry farms equally ideal conditions, and the assurance of a successful crop, no matter what the weather condition during the growing season.

For prices and local agency write our General Canadian Agents.



JOHN DEERE PLOW CO. LTD.,

WINNIPEG.

Calgary

Edmonton

Saskatoon

Regina

Lethbridge

DUANE H. NASH, INCORPORATED, 107 Division Ave., Millington, N.J.

The highest Agricultural Authorities of the Country have placed The Kramer in a distinctive class as being the One and Only absolutely dependable and reliable plow attachment upon the market.

THE KRAMER

is the Attachment for you to handle.

A plowing season will soon be ushered in, and every Farmer should Harrow



while he Plows with a Kramer Attachment.

There is no Implement better calculated to do this work. Your conscience, your profits and your trade demand that you handle the Genuine Article, and that's the Kramer every time.

New and powerful Models. The right kind of prices and terms will secure you the Plow Attachment trade of your community.

Write today for Catalog and particulars, that will please you.

Western Canadian Selling Organization:

JOHN DEERE PLOW CO. LTD.,

WINNIPEG.

Calgary

Edmonton

Saskatoon

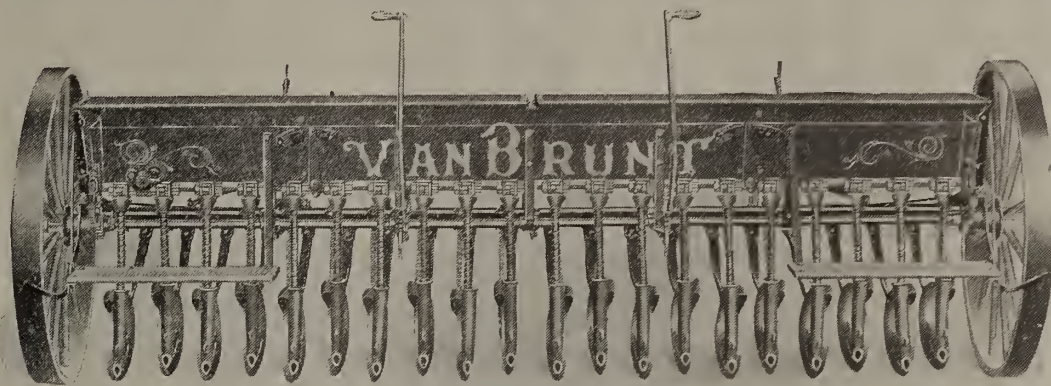
Regina

Lethbridge

THE KRAMER CO., Paxton, Ill. and Winnipeg, Man.

"The Drill that Gets the Business"

LIGHT
DRAFT
DISC
DRILLS



NEW
BOOT
DISCHARGE

Faultless work in any condition of soil on which a horse or engine can travel. Misses nowhere. Sticks at nothing.

VAN BRUNT The Only Perfect Grain Planting Machine

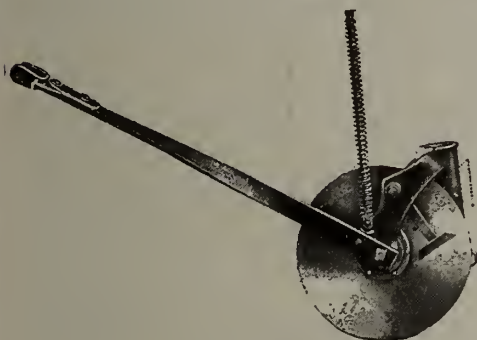
The model from which all clumsy copies have been made. Stronger and lighter by 300-400 pounds than imitations.

The first successful Single Disc with closed delivery was made by Van Brunt in 1900. In 1910, Van Brunt again revolutionizes the business of seeding by producing the boot and discharge WITHIN instead of outside the circle of the disc. The direct effect of this is that the seed is actually planted at the required depth. Not a single grain is left on top of the soil or so near the surface that the first strong wind or heavy shower exposes it. This cannot happen with the

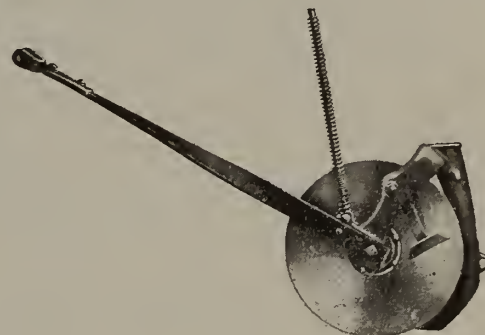
VAN BRUNT NEW MODEL

In 12, 14, 16, 18, 20, 22 and 24 Single, Double Disc and Shoe Interchangeable

WRITE FOR CATALOGUE



NEW STYLE



OLD STYLE

The Fleury Pulverizer

How a Pulverizer Helps

A good seed bed is composed of a fine, mellow soil well packed to ensure capillary connection with the subsoil.

Such a seed bed will produce better crops than a lumpy one of the same chemical composition.

This is why a good pulverizer should be a part of your equipment. Other things being equal it ensures better crops.

It is often necessary to plow land when it will break up into large clods.

In such a case, a pulverizer is indispensable for fining the soil.

The fact is, almost any soil is benefited by being pulverized and packed after plowing, regardless of its condition.

Light, loose soils are kept from drifting by being treated in this way.

Pulverizes and Packs the Soil

The Fleury Does the Business

In the first place it is sufficiently heavy for its work—there is no necessity for weighting.

The sections are so constructed that they pulverize all lumps and pack the soil so it is in good seed bed condition. At the same time, it helps to produce a surface mulch which holds moisture.

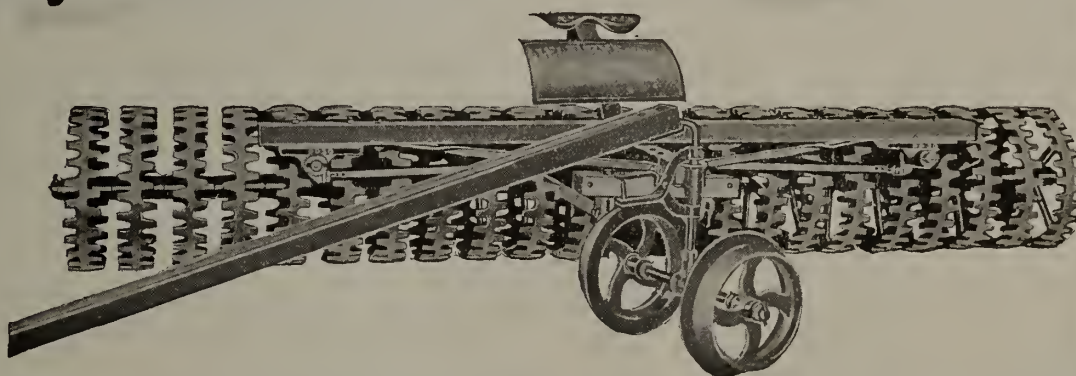
It does the work of both a pulverizer and a land roller.

Also, this pulverizer is sufficiently flexible to accommodate itself to rolling land.

Besides this, it is very durable. It has bushings that take the wear instead of the wheels. The ends

of the wheel hubs are chilled, which reduces the end wear on the wheels

These are a few of the excellent features of the FLEURY PULVERIZERS. Ask us for further information. Fleury Pulverizers are made in the following Sizes: 16 Section, 1 pole. 22 Section, 1 pole. 22 Section, 2 pole. 24 Section, 2 pole. 22 Section, 2 pole, pulley hitch, with double-trees. 24 Section, 2 pole, pulley hitch, with double-trees. 22 Section with tongue truck.



READ WHAT A FARMER SAYS OF THE FLEURY PULVERIZER "TONGUE TRUCK"

John Deere Plow Co., Winnipeg, Man.

Hamiota, July 8th, 1910

Dear Sirs:—Yours of the 5th inst. to hand re tongue truck for pulverizer, and beg to say it is entirely satisfactory and much easier on the horses than the old style. My man drove the old style pulverizer last year, and he says that the tongue truck makes a wonderful difference to the horses; it apparently is perfectly strong and I think there is not much room for improvement. We packed about 175 acres with it and you can hardly tell it has been used, and I would not buy a pulverizer without a tongue truck at any price after using it with one.

Yours truly, WM. WRIGHT.

JOHN DEERE PLOW CO. LTD.

Winnipeg

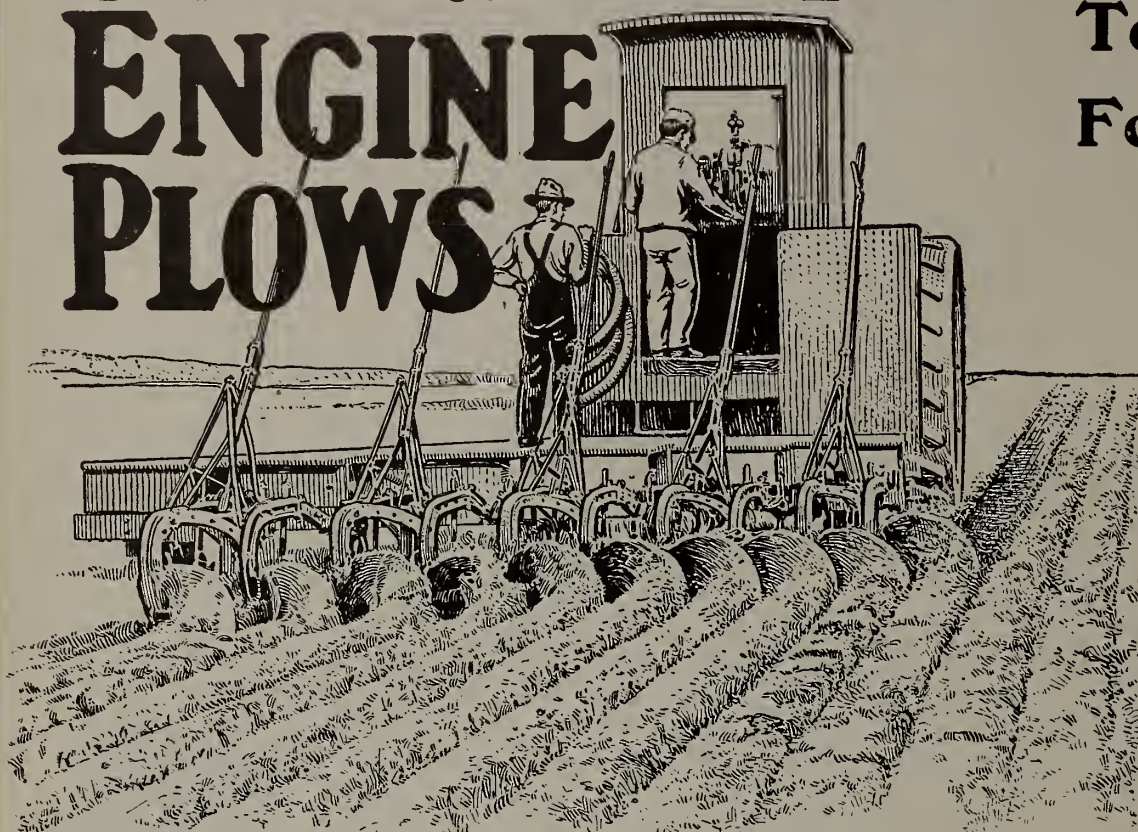
Regina Saskatoon Calgary Edmonton Lethbridge

JOHN DEERE ENGINE PLOWS

Four, Six, Eight,
Ten, Twelve or
Fourteen Bottoms

Equipped With

Deep Suck, Quick
Detachable Shares
Handiest Feature
Ever Put on an
Engine Plow.



SELL JOHN DEERE ENGINE PLOWS

Because these plows have the longest successful field record back of them.

And more of them are in use than of any other make, which is the best evidence of their efficiency.

Because it is a safe bet that farmers generally will not buy an implement unless it gives satisfaction.

John Deere Engine Plows are very strong, pull easy, handle easy and do the finest kind of work.

They are strong because of the high grade material used.

They pull easy because **John Deere** bottoms are light in draft.

They handle easy because there is only one lever for each pair of plows and every other desirable convenience is provided.

They do the finest work because the pulverizing and turning qualities of **John Deere** bottoms have never been equalled.

QUICK DETACHABLE SHARES A GREAT ADVANTAGE

It takes a lot of valuable time to change shares on an ordinary engine plow.

John Deere Engine Plows are equipped with **quick detachable shares** which can be changed in one-fifth the time usually required for other makes.

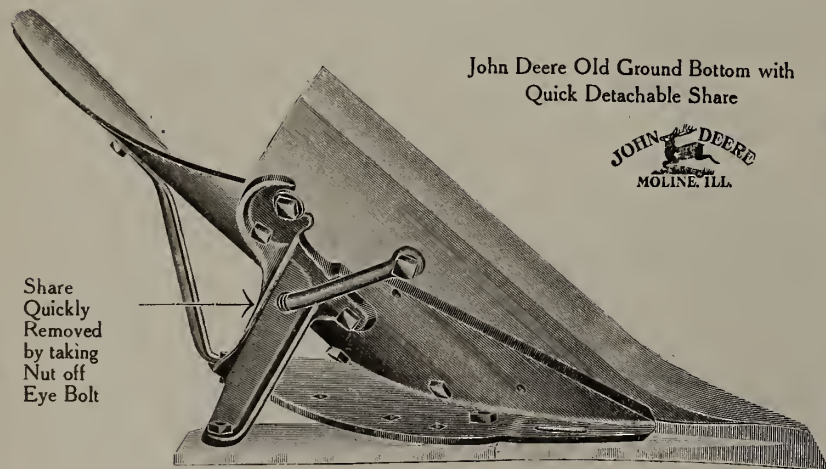
Each share is removed by taking off one nut, which is easy to get at instead of four nuts inconveniently located.

Illustrations below give you a good idea of this feature.

Another thing, the one eye bolt holds the share more securely than when bolted to frog in the old way.

Think of saving 80% of time ordinarily required to change shares. This means a lot—especially when in a hurry.

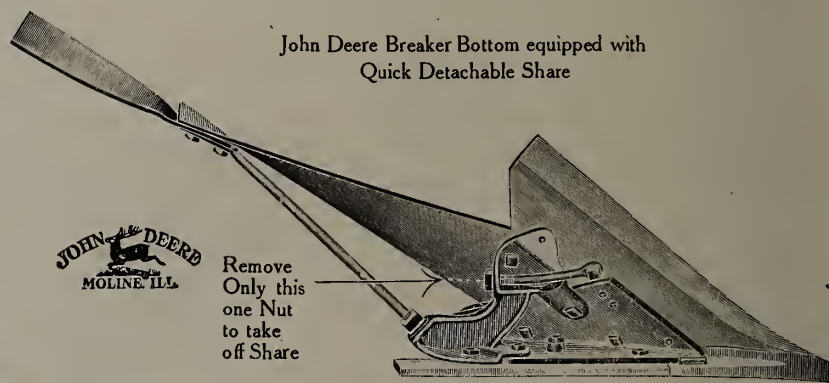
*Write us for dealer's proposition or send for Engine Plow Book.
This book contains all available valuable information on Engine Plowing.*



John Deere Old Ground Bottom with
Quick Detachable Share

JOHN DEERE
MOLINE, ILL.

Share
Quickly
Removed
by taking
Nut off
Eye Bolt



John Deere Breaker Bottom equipped with
Quick Detachable Share

JOHN DEERE
MOLINE, ILL.

Remove
Only this
one Nut
to take
off Share

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

JOHN DEERE ONE-MAN ENGINE PLOW

Operated From Engine Cab By Engineer—A Good Seller

ONE MAN OPERATES BOTH PLOW AND ENGINE

The John Deere Engine Plow shown in this circular is an ideal proposition for those who want a small one-man outfit.

It works perfectly behind any small tractor that requires only one man to operate.

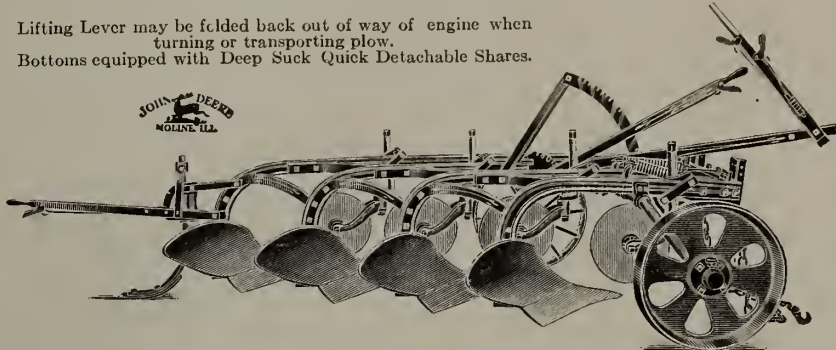
And the operator of engine handles plow without any assistance, because the lifting lever is just as handy for him as controlling levers of engine.

Combined with a small tractor this plow makes a very handy outfit which is economical to operate and conveniently used in comparatively small fields.

It will save money and time if substituted for horse drawn plows.

Engine, of course, can be used for other purposes besides plowing. It is a general purpose farm power.

Lifting Lever may be folded back out of way of engine when turning or transporting plow.
Bottoms equipped with Deep Suck Quick Detachable Shares.



HANDLES VERY EASY

When plow is leveled and rear shoe set for plowing, the lifting lever is the only one that needs to be touched till land is finished. This lever extends far enough forward so engineer can operate it conveniently from engine platform.

Remember this plow has no platform and that it is not necessary to step down from engine when raising bottoms.

In raising, plow wheels crank backward, giving practically a power lift when engine is running.

Besides this, powerful lifting springs assist lifting lever.

THREE, FOUR OR FIVE BOTTOM

The John Deere Engine Plow for Small Tractors is sold regularly with four bottoms, but it can be converted into a three or five bottom plow as conditions require.

To make a three bottom plow remove rear beam and bottom and substitute blind beam which supports land axle and clevis frame.

To make a five, attach fifth beam and bottom, also attach shoe to fifth beam.

This ability to increase or decrease number of bottoms is important.

For example, in heavy breaking the engine may not be able to handle more than three bottoms, while in loose stubble ground it may pull five easily.

DEEP SUCK QUICK DETACHABLE SHARES

These are not ordinary shares with the nose turned down. They are specially built for our engine plows and are very durable.

Quick detachable feature is a big advantage because it saves at least 80% of the time ordinarily required to change shares on an engine plow. This means a lot—especially when in a hurry.

Simply remove one nut to take off share. This nut is easy to get at and holds share more securely than when held to frog by four bolts in customary way.

John Deere Jumbo Grub Breaker For Use With Traction Engines.

BUILT FOR HEAVY, STONY, GRUBBY POPLAR OR OTHER BRUSH LANDS

There are many localities, especially in the Northwest, where there are large areas covered with grubs and it is desired to use an engine instead of horses for breaking.

This requires a specially built plow of great strength.

And that is what the John Deere Jumbo Grub Breaker is.

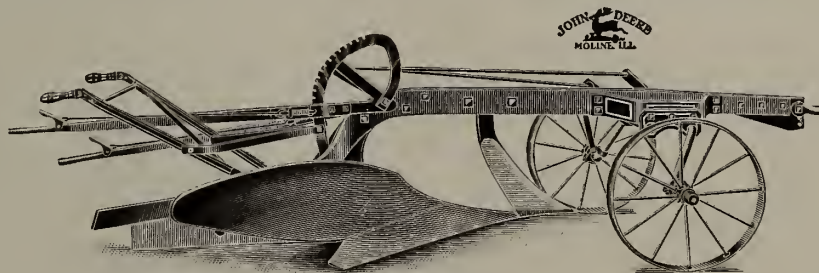
It has the strength, turns a 24-inch furrow, cuts off all roots to depth of furrow and throws them out so it is easy to clear the land.

It stands to reason that it is much more economical to clear a piece of brush land in this way, because the work is more rapidly done; all the roots are cut off deep enough to prevent sprouting and the ground is well plowed at the same time.

ALL STEEL—HAS GREAT STRENGTH

The beam, levers, lever ratchets, clevis, wheels, axles, handles and all other parts are made of high grade steel.

The fact is, the Jumbo Breaker is so strong that it will stand the pull of a high-powered engine without straining or breaking—you know what this means.



Cuts 24 inches wide and any depth up to 10 or 12 inches.

SPECIALLY CONSTRUCTED BEAM

Instead of being one solid piece, the beam is made of three heavy flat steel bars securely bolted together.

This makes a very strong beam and permits the two outside bars to be shaped so that one supports the moldboard and the other the landside.

FORE-CARRIAGE ENSURES STEADY RUNNING

Two large, wide-tired steel wheels mounted on strong steel axles support front end of beam and steady the plow when at work.

Also axles operate with levers to regulate depth, level the plow and raise it out of the ground.

EXTRA HEAVY STANDING CUTTER

This cutter is held to beam by a strong clamp and is drilled at heel to receive share point—a great protection to share.

CLEVIS GIVES HIGH OR LOW HITCH

By referring to illustration, you will see that by inverting clevis a high hitch is obtained.

Clevis as shown gives a medium or low hitch.

Inverted, it gives a medium to high hitch.

You need these Plows in your line—Write us

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Alberta Wholesale Association Elect Officers.

The Annual Meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held on Feb. 4 at the Calgary Dining Parlors. There was a good attendance, the business of the past season was considered very satisfactory, and the future outlook most encouraging. Collections had been good, and altogether the retrospect of the past year was pleasant to the members of the Association. The following officers were elected: Officers and committees for 1911 President, J. A. Latimer; 1st Vice-Pres., S. H. Roe; 2nd Vice-Pres., L. P. Winslow; Treasurer, A. W. Trickey; Secretary, W. E. Hall.

Executive Committee:

J. A. Brookbank, O. S. Chapin, A. W. Trickey, P. D. McLaren, F. T. Wright, T. Ruttle.

The executive also appointed the following committees:

Legislation Committee—J. A. Brookbank, A. W. Trickey, S. H. Roe.

Freight and Transportation Committee—O. S. Chapin, C. G. Wuthrich, P. D. McLaren.

Entertainment Committee—Fred Wright, C. S. Lief, J. Tait Hunter.

Membership Committee—L. P. Winslow, J. Atkinson, O. N. Gilbert.

President and Secretary members ex officio of each committee. First mentioned of each committee is chairman.

O. S. Chapin, as retiring president, gave the following address:

PRESIDENT'S ADDRESS.

Gentlemen,—A year ago you did me the greatest honor you could by electing me President of the Alberta Wholesale Implement and Carriage Dealers' Association of the Province of Alberta. I appreciated very much, I can assure you, the trust placed in me and with your loyal assistance, especially of the Executive Committee, and last but not least, the very best support from the Treasurer, Mr. J. A. Latimer, and the Secretary, Mr. W. E. Hall, I

have done my best for the welfare of the Association and sincerely trust my feeble efforts have met with your approval.

The Association as a whole has had eight regular meetings, which have been well attended. Outside of these we have had a number of special Executive Committee meetings.

We have had built for us by the C.P.R. a fine large end and side loading and unloading platform at Sixth street west, which was badly needed and we have kept it busy. We have succeeded in getting better facilities for displaying our machinery on the Fair Grounds; in fact found the President, Mr. Van Wart, and the Manager, Mr. Richardson, only too glad to assist us in any way they could with the space they had at their disposal. We have been able to get from the C.P.R. much better and quicker shipping facilities, and Express carried on the morning train south, which was a great help to our many agents and numerous customers. In fact any just complaint brought before our Association has been taken up by the proper officers of the Association with the proper officials of the different organizations we do business with and in every case I think the result has been satisfactory to the party bringing the complaint.

One thing that pleases me very much is that the best of good feeling has prevailed between all Companies. Although we are each striving to do our best for the individual Companies we have the honor to stand at the head of, orders have been respected, knocking has been eliminated, as you "Cannot saw wood with a hammer," and we have seemed to feel that we were working for one end—good, strong, honest competition, not forgetting the good of the Association as a whole.

We now have a membership of twenty-three. It will not do to stop at this number. At least two more members can be secur-

ed. Our treasurer, Mr. Latimer, advises a balance on the right side of the ledger of \$182, with more to come in.

Probably the most serious business that came before us in the year 1910 was Hon. C. W. Cross's proposed Act respecting agreements for the sale of chattels.

This proposed Act would have become law had it not been for your Committee, who went to Edmonton and showed the members how absurd the Act would be. This Act would have plunged the Province into more litigation than the present Judges would have had time to attend to.

It would have forced the machinery companies to go to a cash business which would have paralyzed the development of this country, as it would do no good to bring in settlers and put them on raw prairie if the machinery companies could not sell them machinery on time to farm their lands, and they certainly could not had this become law.

Premier A. L. Sifton, in a few words to your committee, described the situation when he said it means "The Implement men have no right to do business at all." Hon. C. W. Cross's Act was not put through.

Hon. Duncan Marshall also brought in an Act to which we did not object, as it was fair, and it now means if you want a real estate mortgage, chattel mortgage, or earnings mortgage, same must be taken on separate blank form.

Through the kindness of our members, I was able to get confidentially the amount of business done in 1910 and the amount of paper unpaid of each firm, and the grand totals which you have made it possible for me to give you are as follows: Total amount of business done by wholesale implement firms in 1910, \$7,035,497; amount of paper carried, \$7,082,598 or you are carrying \$47,101 more paper than the total amount of 1910 year's business.

The last Government estimate of grain for the year 1910 figured at to-day's market price amounts to \$13,438,605.

You will notice that if you do the same amount of business in 1911 as you did in 1910 that the 1911 crop would have to increase about \$1,000,000 to pay you up if you received every dollar of it. Taking this into consideration, do you not think we should get more cash business, even if we do considerably less? I strongly advise it, especially as the members of our Provincial Government seem a little over-anxious to bring in legislation against us, and also if a farmer goes to a bank in a small town to borrow money to pay us, he is usually told to let the im-

plement man carry him, as they have plenty of money. I leave this to your best judgment.

In closing I wish again to thank you for your loyal support during the past year, and ask the same support for the man you see fit to elect as your next President.

Winnipeg Auto Show.

The Motor Trades Show held in the Cockshutt Plow Co.'s building during Bonspiel proved very successful. The attendance was all that could be wished for and the business done very satisfactory to all concerned.

Sir Daniel McMillan opened the exhibition on the afternoon of February 13, and until the closing day the show was well patronized by visitors. Owing to the number of exhibits, all the cars and appliances could not be accommodated in the building provided, so it was necessary for a number of manufacturers to conduct an independent show in the Bell block, and at both of these exhibits a constant stream of interested spectators came and went, inspecting autos small and autos large, motor boats and engines of all descriptions, electrical appliances, fire extinguishers, oil tanks, lubricating oils, tires and treads, foot warmers, portable garages, and all other accessories that go to make up an auto show.

All the leading makes of cars were shown in their various models, and judging from the number of cars labelled as sold to purchasers at outlying points, a good many farmers took advantage of the occasion to invest in automobiles. Agents in Western cities report an unusually heavy country demand this season, and it is likely that a very large business will be done this year with farmers. The automobile show was an excellent opportunity for sizing up and comparing the various types of car on the market. Models on exhibition varying from the light runabout, selling at \$600 or \$700, to heavily built, richly finished touring cars of from 30 to 50 horse-power, selling at from \$2,000 to \$6,000. It is the intention of the motor association to make the show an annual event.

The Winnipeg Motor Trades association is to be heartily congratulated on the success of its initial attempt in the show business, and it is hoped that they will have no difficulty in securing a building large enough to house the splendid show that they intend to stage for next year.

To embark in business without an adequate idea of costs is about as sensible as to embark upon the sea in a vessel without a rudder. The financial shoals are close at hand.

Planet Jr New No. 76 Pivot-Wheel Riding Cultivator Plow Furrower and Ridger

The greatest one-row cultivator ever invented for cotton or corn. It is a combination of the best features of former cultivating implements, and is really an "all-star" cultivator—without an equal.

Does thorough work, yet is light in draft. It is simple, strong and durable. Made of finest quality materials throughout. Fully guaranteed.

Planet Jr.



Backed by more than 35 years' experience of a practical farmer and manufacturer, which has made all Planet Jr implements the leaders for their kind of work.

Write for the illustrated 1911 Planet Jr catalogue fully describing one-and-two-horse cultivators, and combination hand garden tools. Free and postpaid.

S L Allen & Co Box 1108Z Philadelphia Pa

Write for the name of our nearest Agency

Advice to Flax Growers.

Prof. H. L. Bolley, of the North Dakota State Agricultural College, has issued a bulletin for farmers in which he makes a number of suggestions for the handling of flax:

"This department is receiving a large number of inquiries about immature flax crops and what to do with them. Often the crop has failed to properly mature. This came about, this year, largely because of the dry seed bed in which the seed was placed. The ground being so dry that the seed did not germinate until the rains came late in July. A further peculiarity is that it ripens slowly after the cool weather of autumn sets in. Each farmer will have to decide for himself whether there is sufficient mature seed to pay for the harvesting and threshing operations. The high price of the seed for oil purposes makes it possible of course, to profitably save a much smaller yield than one might do in ordinary years.

"The more immature the straw, the better the feed value of the threshed product; for there

will be much immature seed blown into the chaff and straw. It is also probable that the immature straw contains more nourishment than mature straw. Many farmers who have cattle and hogs, as soon as they find the flax will not mature sufficient seed, turn the field into a pasture lot, with apparent success. Stock apparently relishes the forage as it stands in the field. Others have mown and cured the crop for hay and report that it is thoroughly liked by their cattle. We have some good reports along these lines for previous years. Scarcity of hay makes this a proposition worthy of consideration. I am informed from good authority and by my own observation, that the crop often may be cut after freezing sets in, and used for rough feed.

"If a large amount of flax seed is present in the straw it may be well to feed with some caution, though flax seed is one of the best stock foods.

"In case there is not sufficient crop to pay for mowing, it will pay to pasture it off as rapidly, as possible before it is plowed

under, because of the benefits to the soil due to removing the straw.

"If such a crop of flax is plowed under, the ground should not be sowed to flax in three or four years following, as the large amount of flax straw is liable to contain sufficient disease to have a bad effect on the following flax crops. This land could be profitably used for corn cultivation or for potato cultivation. The cultivation would tend to purify the land. If the area is too large to be used for such cultivated crops, the ground should be worked over very thoroughly, firmly compacted, and seeded to oats, wheat, barley or millet. For the first year I would recommend corn or oats, the next year wheat or barley, the next year wheat followed by corn or summer fallow, then wheat and grass pasture, etc., followed by flax.

"We would be pleased to hear reports from any farmer who has had experience in pasturing green flax or in using it as hay.

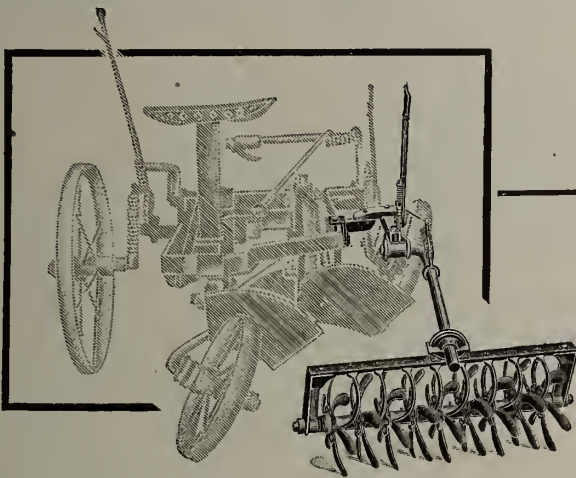
"The history of flax cropping shows that the crop tends to disappear after a few years on new land. It has lately been learned that there is no need for the disappearance of the crop if proper care is taken to avoid the

introduction of flax root diseases into the soil.

The Golden Stream.

A very commendable little booklet of 68 pages, called "The Golden Stream," has been recently issued by the International Harvester Company of America.

This booklet covers a multitude of vital facts relative to the plain, ordinary, everyday cow in a very interesting manner. Such up-to-date topics as "The Dual Purpose Cow," "Bovine Tuberculosis," "How to Make a Babcock Test," "Rations for Dairy Cows," "The Feeding Value of Silage," and "Advantages of Dairy Farming," etc., etc., are discussed. In general, the purpose of the book is to impress the farmer with the proper relation of the cow to our modern civilization as the source of a golden stream of wealth. Numerous illustrations throughout the booklet showing record-making cows and herds of various milking breeds, silos, dairy barns and interiors, etc., greatly enhance the value of the booklet. It will be greatly appreciated by farmers, dairymen and those who cater to them. A copy of the booklet may be obtained by writing the company or any I H C branch house.

**TAKE A GOOD LOOK AT THIS HARROW**

It is the one that created record breaking sales the past season. There is no secret about how this was accomplished.

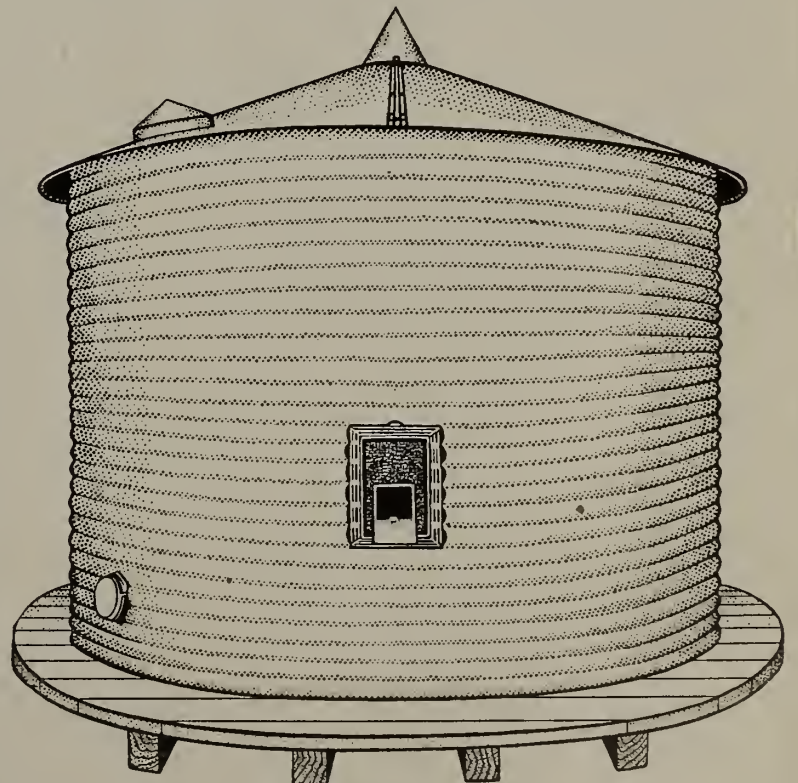
NATIONAL ROTARY HARROWS ARE BUILT RIGHT

On scientific principles. Design, Material, Construction, Workmanship, every part from start to finish has been worked out with an eye single to the highest efficiency and durability. We would like to mail you HARROW FACTS. Just send us your name and address on a post card.

TUDHOPE, ANDERSON & CO., LTD.

Winnipeg, Regina, Saskatoon, Calgary

Manufactured by the National Harrow Co., Le Roy, Ill., U.S.A.

**PORTABLE
Corrugated Iron Granaries**

850 and 1050 bushels capacity

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.

WINNIPEG, MAN.



THE SAWYER-MASSEY TRAVELLING STAFF

1st row (left to right)—W. A. Fleming, Mac McLean, E. J. McKee, W. J. Galbraith ("Big Bill"), Jos. Clark, J. W. Maib.

2nd row—Hy. Bird, D. Lamont, C. R. Laird, F. J. Swanson, Wm. Collins, E. J. Ramsey, W. J. Moraw.

3rd row—A. D. Beaman, Thos. P. Bell, F. C. Moore, Jno. MacVicar, C. W. James, H. Ross, R. N. Allen, A. E. Storey.

4th row—Jas. E. McKenzie, W. A. Udell, Geo. P. Shrubsole, Jas. H. Humphries.

The above is a picture of the Sawyer-Massey Company's Travelling Staff in the West, which numbers twenty-five men. During the week these gentlemen gathered at the company's office and warehouse in Winnipeg for the purpose of receiving information regarding the full line of Sawyer-Massey machinery.

The first day and a half was spent with the Sawyer-Massey Grader and continued with the "Eclipse", "Daisy" and "Great West" Separators, and the various attachments for each.

The "Ohio" Tractor was then considered; this was thoroughly demonstrated in a practical and successful manner, and proved to be a surprise to everyone. Those present were of the opinion that there had never been such a satisfactory demonstration of any tractor in the West. A full and free discussion regarding various other gas and oil tractors rounded out Thursday into a well filled day, and an evening session was also completely taken up in making comparisons with competing lines.

On Friday two very instructive and helpful meetings were held at the office in the Union Bank Building, when the detailed work of a General Agent or Traveller was thoroughly taken up and explicit instructions given regarding contracting with local agents, taking of orders, delivery of machines, securing settlements,

and the relationship between this work and the office.

Friday evening the scene of operation shifted to Deer Lodge, where our ever genial "Chad" had prepared a feast which invited the combined efforts of the Sawyer-Massey field, office and warehouse staffs of the West.

Because of recent bereavements which have befallen the manager, Mr. George Kirkland, he was unable to be present, and the duties of chairman devolved upon the assistant manager, Mr. J. H. Turnbull, who, in a few well-chosen words, voiced the regrets of all present because of the enforced absence of Mr. Kirkland and the inability of the president, Mr. Harmer, to be present. A personal message from the latter was, however, read by the chairman, and seemed to contain something for each man present, judging by the marked attention and hearty reception accorded it. The social part of the evening proved to be a great success, and included a number of toasts which were duly honored, interspersed with songs, instrumental solos, humorous recitations, etc.

John McKee, in responding to the toast, "Our Travellers," likened the "Ohio" Tractor to a human being, and suggested that his fellow travellers take a few lessons to heart; some of which were as follows:

1. Keep lots of tension on your intake valve.

2. Be careful of the mixture you put in your carburetter.

3. Keep your exhaust valve open.

4. Don't spark at the wrong time.

5. Use water in your cooling tank before going to bed and you won't get up with a cross head in the morning.

Bonus cheques were presented to the three travellers who had made the highest sales in certain lines of goods. The men who earned these cheques were: C. W. James, of Abernethy; Henry R. Bird, of Radisson; E. J. Ramsay, of Wetaskiwin.

Among the toasts, "Our Local Agents," was replied to by Mr. McLean, of Oak Lake, who graduated from the Local Agents' Organization some years ago to become a member of the Field Staff. His remarks were exceedingly well chosen and appealed to all present.

A most enjoyable and successful evening was brought to a close by the chairman leaving with the different employees of the combined staffs, a parting message for 1911. Following the singing of "God Save the King" and "Auld Lang Syne", and the hearty rendering of three cheers and a tiger for the host the gathering dispersed at midnight.

On Saturday morning the entire field staff assembled at the warehouse to discuss Steam

Engines. During the afternoon the "British Colonial" or Marshall Engine was demonstrated very successfully by an English expert, the field staff receiving detailed instructions regarding the starting and operation of this tractor.

The week's work was brought to a close on Saturday afternoon, when those who had been present at the meetings were thanked for their prompt attendance and earnest interest in the work. Mr. McKee then asked Mr. J. H. Turnbull to step to the front, and proceeded to read an address which was signed by each of the twenty-five members of the Field Staff, which set forth in very hearty and cordial manner their appreciation of the assistant manager's efforts in guiding their work, encouraging the different members of the staff, and doing all in his power to make the relations between the members of the Field Staff and the company more friendly and satisfactory. As a token of their appreciation and esteem, Mr. Turnbull was then asked to accept a handsome leather-covered den chair. Although totally surprised and considerably overcome by this expression of appreciation and good fellowship, Mr. Turnbull thanked the travellers for their kindness and left with them a few words of encouragement, closing with the assurance that they would continue to receive hearty and loyal support from the company.

Regina

The annual meeting of the Regina Wholesale Implement Dealers' Association was held recently at the Wascana Hotel. Following a luncheon, the members turned their attention to business matters, the officers for the new year being elected as follows: President, Mr. Bryan, of Tudhope-Anderson Company; first vice-president, Mr. Kohlman, of the John Deere Plow Company, second vice-president, Mr. Lowell, of Reeves and Company; secretary-treasurer, Mr. Arnot, of the American-Abell Threshing Machine Company.

J. P. Minhinnick, until recently local manager of the Cockshutt Plow Company, and who had been acting as secretary-treasurer, stated during the meeting that in view of the fact that he had been removed to Winnipeg, he would

have to sever his connection with the local organization.

During the meeting freight rates generally were discussed. The report from the committee appointed to look into this matter was not presented at this meeting, but it is expected to be ready for presentation at the next meeting.

At the Cockshutt Plow Company's offices, J. P. Minhinnick, for some time manager of the local branch, and who was recently promoted to a more responsible position in the employ of the same company at Winnipeg, was the recipient of a handsome presentation made by the staff connected with the Regina branch.

The presentation, which was made by Mr. Harry Cockshutt, consisted of an extremely handsome bronze table statue, with three electric lights, representing day and night.

Mr. Minhinnick, in thanking the staff for this token of

good will and for the kindly sentiments expressed towards himself by Mr. Cockshutt, said that while naturally pleased at being removed to a larger sphere of activity, it was with something akin to sadness that he would sever his connection with Regina and the staff, between which and himself the most cordial relations had always existed. Wherever he went and in whatever way he might be occupied in years to come, he would, he said, always look back with the kindest recollections to the time he had lived in Regina.

Following the presentation to Mr. Minhinnick, Miss Hunter, on behalf of the staff, presented a beautiful gold bracelet set with pearls, to Miss A. Rankin. Miss Rankin, who has been acting as secretary to Mr. Minhinnick, leaves for Winnipeg to fill a similar position at the Winnipeg branch.

Ecole Provinciale de Mecanique Agricole du Hainault.

We are in receipt of the prospectus of the Provincial School of Agricultural Mechanics at Mons, Belgium. Our limited knowledge of the French language permits us to gather that the institution was founded in 1902 for the purpose of teaching students the use of the various farm machinery. Field instruction is given in the use of various implements, steam engines, gas engines, dynamos, etc., and the instruction is free. At the end of a year of satisfactory work students can obtain a diploma giving them the title, as near as we can translate it, of "agricultural machinery mechanic." The buildings are thrown open to the public one day in each week and opportunity given to inspect a very complete collection of farming machinery.

The Parks-Coughlin Plowshare Fastener

Eliminates Plowshare Troubles.

1. Spring Bolt 2. Coupler 3. Lock Bar 4. Wedge Key



OPEN



CLOSED

The most talked of Agricultural Device in Western Canada

Every Plowman Wants It!

BECAUSE IT ELIMINATES

- The need of nightman for changing shares.**
- The need of tipping plow over.**
- All troubles with burrs and bolts.**
- The use of hammer and punch to force the holes in the share into line with those in the frog of the plow.**

Cheaper than bolts; as strong; has stood every test in every soil. The fastener is easily attached and need not be removed until the plow is worn out. The value of time and bolts saved, not to speak of shares and the better grade of work done by changing shares often, will more than pay for a set in a year. One set lasts a lifetime.

A Sprung Share Originated It!

The coupler draws back and up. It holds the share firmly against the landside of the plow and the whole length of the mould-board.

The holding force is wedge power. This alone makes it solid enough, but we have reinforced it with a spring bolt in the landside. Properly attached it is impossible for the share to come off.

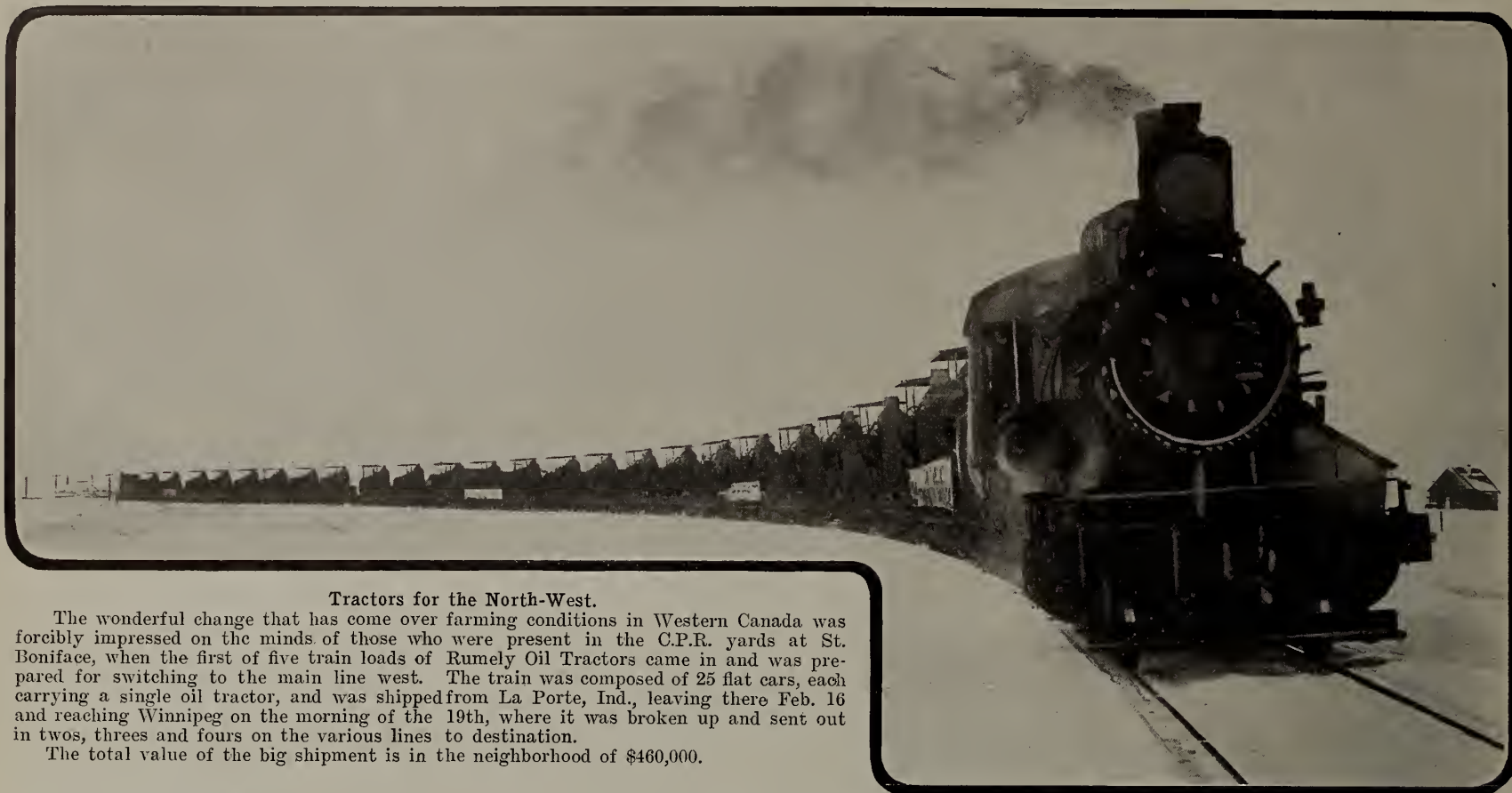
Change Shares in Forty Seconds

Not a burr to loosen and not a bolt to remove.

Simply lift the plow out of the ground, loosen the wedge key by tapping it at the tip with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share into position, secure the spring bolt, insert the wedge key and drive it in with your wrench. Easy, is it not? Every set is well made. Every set sold under a responsible guarantee.

Mr. DEALER, write us to-day

Implement Specialties Corporation, Ltd. 45 Merchants Bank Winnipeg



Tractors for the North-West.

The wonderful change that has come over farming conditions in Western Canada was forcibly impressed on the minds of those who were present in the C.P.R. yards at St. Boniface, when the first of five train loads of Rumely Oil Tractors came in and was prepared for switching to the main line west. The train was composed of 25 flat cars, each carrying a single oil tractor, and was shipped from La Porte, Ind., leaving there Feb. 16 and reaching Winnipeg on the morning of the 19th, where it was broken up and sent out in twos, threes and fours on the various lines to destination.

The total value of the big shipment is in the neighborhood of \$460,000.

Rumely Oil Pull School.

It has been demonstrated that the man who successfully operates a gas tractor must have a certain amount of knowledge of the machine he is operating.

In accordance with this the M. Rumely Company opened at Regina a School of Instruction on Rumely Oil Pull engines. This School was divided into three terms. The School opened on February 20th with forty-five students in attendance. All of these men have purchased Rumely Oil Pull tractors. In fact the

first two terms of the School were devoted to Oil Pull owners only.

The third term which begins March 20th and extends to April first will be open to anyone interested in gasoline engineering. No fees are charged, each student, however, paying his own expense, and must be vouched for by a Rumely agent.

A complete staff of experts is on hand to take the students through the various lessons. The idea is to make it a School of practice and not one of theory; to teach through the eye and the hand rather than through the ear.

Boarding places have been located and a list of same can be obtained at the company's office.

Full and detailed information as to the course of study can be obtained by writing the company, and judging by the circular letter explaining the work of the school it will be most thorough in every particular, and agents, dealers, etc., who wish to get a practical knowledge of the gas tractor in the shortest possible time would do well to get in touch with the company immediately.

The M. Rumely Company are to be congratulated on their

enterprise in carrying out such a laudable piece of work. They are not only initiating men into the workings of the Oil Pull engine but at the same time they are thoroughly acquainting them with the workings of the gas engine as a whole.

Each one of these machines should do the work of at least seven men and thirty horses and when we consider that there is in Western Canada at the present time a decided scarcity of men, likewise horses, each of these machines is to be regarded as something more than a mass of iron and steel.

Every one of these engines should be capable of turning over sufficient land in one season to produce twenty thousand bushels of wheat.

We need more of this sort of thing. The gas engine is becoming a powerful factor in Western Canadian agriculture. It costs money and is moreover a machine that requires care and skill in handling. We hear much in this day and generation about conservation of natural resources. It is about time that someone began to talk about conservation of farm machinery. Many a gas tractor, powerful, efficient, well designed and constructed has gone to the scrap heap through improper handling. Such schools as the above will do much to remedy this. It is to be hoped that more will be held.

For further information write The M. Rumely Company, Regina, Sask.

The man who is trying to get rich without hard work is sure to find that he has chosen the hardest route of all.



The Oil-Pull School Boys.

Rumely Oil Pull Tractors

WILL INCREASE CANADA'S CROPS BY
2,000,000 Bushels

The above may seem a big statement, but it is true. The other day there passed through Winnipeg, en route for the West, a train load of twenty-five cars of Oil Pull Tractors bound for Western Canada. These tractors represented an approximate value of \$88,000.00.

Twenty-five farmers in Western Canada had placed their orders for these tractors for the purpose of turning over virgin soil and converting it into wheat land.

The real import and the value of this trainload of machinery to Western Canada can best be explained by a few figures.

Each tractor represents an equivalent of thirty horses—good ones at that. Each tractor will turn over on an average twenty-five acres of virgin prairie in a day. We will assume that each machine is employed for breaking purposes forty days. This would mean one thousand acres for each tractor. Every acre of this one thousand will produce twenty bushels, which means twenty thousand bushels of wheat for each machine and for the twenty-five machines five hundred thousand bushels, or five hundred car loads of wheat. In other words, each tractor is capable of producing twenty car loads.

There are three more such trainloads (with more to follow) en route for Canada from the factory of the M. Rumely Company, La Porte, Ind., and figuring on the above basis, it means that sufficient land will be turned over through kerosene, converted into power by means of the Rumely Oil Pull, to produce two million bushels of Western Canadian wheat.

It is a remarkable piece of work. It is but the beginning of a new epoch in Western Canadian agriculture—this thing of taking eleven cent kerosene so cheap and crude that you cannot even burn it in an ordinary house lamp, and converting it into power so strong that it will turn the sod locked prairies that have lain virgin for centuries into the best wheat-producing land under the sun.

Think of what this increase in the wheat crop means to Western Canada. Think of what it means to Winnipeg. Think of two men, an Oil Pull and an engine gang plow turning over sufficient land in forty days to produce twenty thousand bushels of wheat! And then stop and think of what the steady flow of these tractors into Western Canada means to Western Canada's future as a wheat producing country. The event is one of far more than present importance. It is filled with future possibilities. It is an event that will make history, and for this reason we have called the attention of dealers to it. No implement dealer who is desirous to keep up with the times can afford to ignore the advent of this marvellously cheap, effective farm power. In every part of the West the coming season will see vast tracts of prairie land broken for wheat, and the agency for Rumely Oil Pull cannot help but prove highly profitable to you. Write for Agency terms, full particulars, and get posted if you want to make big money.

M. RUMELY CO., LA PORTE, INDIANA

Regina, Sask.

Winnipeg, Man.

Calgary, Alta.

Brandon.

The program for the Summer Fair Races has just been completed, and shows sixteen events in which \$8,500 is offered in purses, to which it is likely an extra amount will be added later on. The offering for the year is \$2,000 more than was given in 1910. The program includes four stake races, for each of which \$1,000.00 is offered. These stakes are exciting very great interest not only to horsemen, but to breeders generally. Secretary Smale says that already there are indications which point to the most successful race meeting ever held in Brandon. The Free for All will be held the last day of the fair.

The annual meeting of the Board of Trade, at which there was a large attendance of business men, was held Feb. 1st. President Wilmott was in the chair, and reviewed the work of the year, showing that Brandon had had a most prosperous year during 1910. Mayor Fleming introduced an interesting scheme for the assistance of families emigrating from the Old Country to Brandon. The scheme, as outlined by his Worship, is similar to one already in existence in Winnipeg. A man who is in steady employment in the city and wishes to bring his family from the Old Country can under this plan obtain the necessary financial assistance by way of a loan repayable in monthly instalments. The matter was referred to the new council of the Board of Trade and will be taken up by them in the near future.

The new officers for this year are president, J. S. Wilmott; vice-pres., A. T. Colquhoun; sec-treas., O. L. Harwood.

Our council have decided to build a new central fire hall. Plans have been prepared and accepted, and tenders will be asked at once, and construction of the building will begin as soon as the weather permits. The new hall will be located on the site of the old hall, corner of Seventh Street and Princess Avenue. The building will be three storeys, of solid brick, and will cost \$25,000. It will be equipped in modern style, and will be one of the most up-to-date fire halls in the country.

There is a rumor that the G.T.P. Railway are negotiating with the Great Northern Railway

for the purchase of the Brandon, Saskatchewan and Hudson's Bay line for running rights over that road. Should this be correct, the line would be extended north to Pas Mission, which would give Brandon the connection the city is demanding with the new transcontinental system, and it would give to the Grand Trunk a route to the east by the southern roads in which the Grand Trunk has for many years been very closely interested.

We are sorry to report the death of ex Mayor R. Hall. The late Robert Hall was one of the most widely known of the pioneers of Manitoba. He came to Winnipeg in 1879, and in 1881 went out to Griswold, where he homesteaded. He made a great success of farming, and soon became known as one of Manitoba's largest farmers. During his residence in Brandon he was always to the front in anything that meant success to his adopted city, and his decease will be regretted by citizens generally.

H. T. Broughall, electrical contractor, is visiting England. Mr. Broughall contemplates the extension of his electrical business here, and hopes to be able to secure capital in the Old Country, as he believes there is room here for an electrical establishment of considerable size.

General regret is expressed here by leading grain growers and others at the resignation of James Murray, Superintendent of the Dominion Experimental Farm here, who leaves to take the management of the Canadian Wheat Lands, Ltd., a large irrigation project in Alberta. Mr. Murray has made a great success of the Experimental Farm here, and is regarded as a most capable man for the position. His new headquarters will be at Suffield, 25 miles west of Medicine Hat, and he leaves for his new residence at once.

The Dominion Government Department of Agriculture has donated to the Winter Fair the sum of \$1000, which indicates that they appreciate fully the great importance of our Winter Fair and the good influence that it exerts on the raising and breeding of pure-bred stock.

P. L. Melsted, of Winnipeg, has been appointed Canadian Pacific resident engineer here,

succeeding Thos. Lees, who is transferred to Vancouver.

The growth of the horse business in this district is apparent in the fact that buyers from Winnipeg and Regina secured five car loads of horses, north of Brandon. The prices paid were good and over \$30,000 was left in the district.

W. C. McKillican, of Calgary, has been appointed Superintendent of the Experimental Farm here to succeed Mr. James Murray. The new superintendent is a graduate of the Ontario Agricultural College at Guelph, has been with the Dominion Agricultural Department at Calgary for several years, and is considered one of the best qualified men in Canada to successfully handle experimental farm work.

Brandon is much interested in the improvements Souris is arranging to make this year, with a view to making the town to the south a summer resort. The Souris council has voted \$7000.00 to make a park, and a dam will be built which will provide a fine body of water. An engineer is now at work on the scheme and all work will be completed before midsummer. With the improvements mapped out, it is believed one of the prettiest outing places in the province can be made at Souris. Brandon feels very badly the need of an excursion point situated as Souris is 25 miles away, and when the park is finished and in readiness, Brandon will be provided with a near-by summer resort.

At the annual meeting of the Y.M.C.A. the reports showed that the association has done some very active work during the last year. The Y.M.C.A. here is a big institution and only by the greatest effort on the part of those who are actively connected with it can the institution be maintained. The membership is 700, which constitutes a world's record for a city the size of Brandon. The financial statement shows the total receipts for the year \$15,012.88, and the expenditure \$15,529.13, leaving a deficit of only \$516.25. In the building fund statement it was shown that the total amount subscribed was \$45,272.42, and the amount paid \$13,789.01, leaving the total amount due and unpaid \$13,483.41.

The Manitoba Winter Fair has been presented by Hon. G. R. Coldwell with two of the finest silver cups ever offered in the stock classes at any exhibition in the West. The cups are for the champion Percheron stallion, any age, and the best Canadian bred Clydesdale stallion. One of the cups is about twenty inches high and the other sixteen inches. They are worth at least \$100.00 each and become the property of the winner in each of the classes in which they are offered.

Another cup is given by the

Canadian Pacific Colonization Co. Ltd., for the best sample of wheat with \$25.00 in cash added.

At a largely attended meeting of the Brandon Curling Club, the matter of building a new rink was brought forward and thoroughly gone into. It is recognized by all that a new rink is an absolute necessity for the success of the game in Brandon, and to this end a strong committee was appointed to deal with the question.

The Clydesdale Horse Breeders' Association have donated the sum of \$225.00 to the prize list of the Winter Fair. This is the first grant received by the Western Agricultural Arts Association from the association, and it was in consequence of the immense exhibit of Clydesdales shown at the 1910 Summer Fair, which surpassed the exhibit of Clydesdales at any other fair in Canada for 1910.

The contract has been let for the removal of the standing walls and debris at the Brandon Asylum destroyed by fire last November. The ground must be cleared within one month, when construction of the new building, to cost half a million will commence. The new building will be located about 100 feet farther south than the old building. Plans, which are now completed, show a fine reinforced concrete structure.

The following implement dealers were in Winnipeg Bonspiel Week:—W. Bourke, A. B. McLeod, Howard McKay, D. Shirriff.

A deputation of Brandon business men have been to Ottawa to interview the Government and Grand Trunk Pacific in connection with the branch into Brandon. They have not yet returned, but wire that prospects are good for the branch being built this coming season.

The Provincial Government have purchased a site here for a Normal School. The site occupies two blocks between 10th and 12th Streets, just east of the Fair Grounds. The price paid was \$12,000.00 and the building will cost about \$50,000.00. This new school will give Brandon a permanent Normal class for ten months, and pupils will not have to go to Winnipeg to finish their final examinations. On the grounds there will also be erected a small one-room model of a rural school in which young teachers will be given practical experience in school work.

There are increasing signs of a boom in Brandon property, as large deals are being put through every week. Joseph Neumeyer, a farmer two miles east of the city, sold his half section for \$29,800.00 to a Toronto syndicate. D. W. Shaw, who owns a half section west of the city, has an offer of \$100.00 per acre. There is also an active movement on lots inside of

(Continued on p. 36.)



Mr. Dealer

Cater Can Sell You

Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order
Brandon Pump & Windmill Works

Brandon Man.

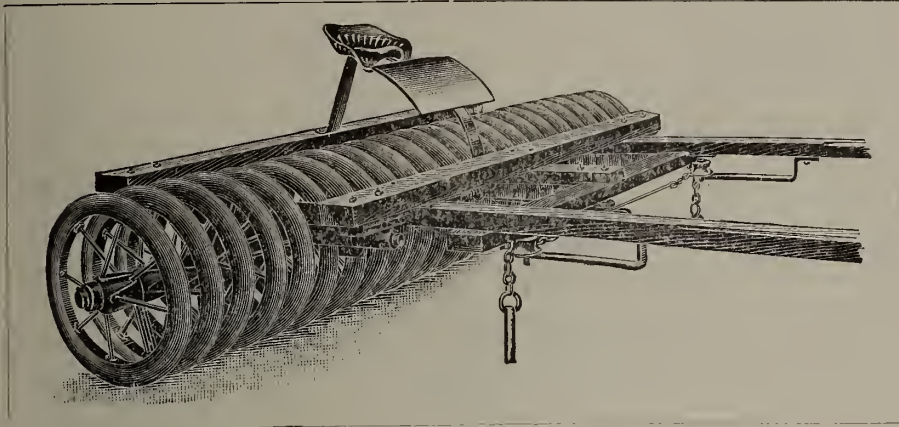


Be Prepared for a Dry Season

THE

Brandon Sub-Surface Packer

makes a perfect seed bed which retains all the moisture



GOOD MATERIAL BEST FINISH
WELL BRACED BUILT FOR WORK
RIGHT DESIGN

SUB-SURFACE PACKING IS NECESSARY
TO ENSURE A GOOD CROP

The Brandon Sub-Surface Packer is the only perfect machine
for the purpose

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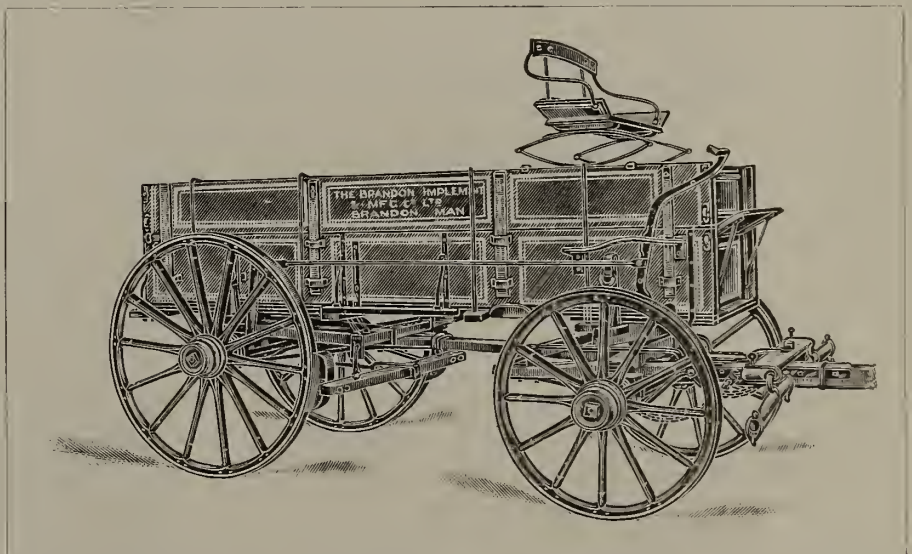
BRANDON IMPLEMENT & MFG. CO. LTD., BRANDON, MAN.

The Brandon Wagon

The Wagon for the West

The best material combined with skilled workmanship

STRONG AND DURABLE.
FULL CLIPPED GEAR. BENT FELLOES.
PROTECTED at joints with heavy plates.
RIMS rivetted at each side of the spokes.
TIRES cut and welded to fit. Shrunk on
by hydraulic power.
CUPPED HUBS AND SKEINS. FLANGED
TO FORM SAND PROTECTOR.
BOX WELL BRACED AND HEAVILY
STRAPPED.
REACH STIFFENED AND BRACED TO
STAND ALL STRAINS.



Send to us to-day for Illustrations

BRANDON IMPLEMENT & MFG. CO. Ltd.
BRANDON MAN.

Brandon

(Continued from page 34.)

the city, many small deals being put through. Preparations are being made for the subdivision of the above farms which will be placed on the market in acre lots.

Building will be very active this spring, and already contracts have been let for several fine residences. St. Paul's Presbyterian Church are to build a manse for their pastor, and tenders have been accepted for same, to cost about \$9,500.00. Work has progressed on the new C.N. Ry. station at good speed right through the cold weather, and the brick work is nearly completed, and it is expected the station will be ready for occupation early in April.

January has been one of the coldest months for some years. The thermometer registered 44 below zero for two days; 42 for one; and for 23 days it was 23 or more below zero. The mildest day of the month was the 26th, when it was only 3 below.

Business is looking up and a good demand for implements is expected, but with the trails in such a bad condition with snow, very few sales are being made.

E. L. Christie, president Electric Light Co., and George Patterson, manager, have been in the east. It is understood that the Electric Light Co. contemplate making a very extensive increase in their already large plant.



New Plant of the Winnipeg Ceiling and Roofing Company.

Mr. Hyndman, manager of the I. H. Co. here, has returned from a three weeks' trip to Montreal and other Eastern cities.

Winnipeg Ceiling and Roofing Co. Occupy New Building.

The above concern have moved into their new factory built premises. These are of slow-burning construction, brick and stone, on concrete footing, and 280 ft. x 100 ft., 100 x 100 ft., which is two storeys high. The ground floor of this portion is being used as a warehouse, except 40 x 25 ft., which is used for office space. The latter is elegantly fitted up with metal ceiling and metal covered walls, the coloring being artistically blended.

The second storey of this building, 100 ft. x 100 ft. is a cornice shop, where cornice, fireproof windows, doors and skylights and so

forth are manufactured. The factory proper is one storey in height and has a ground floor space of 180 ft. x 100 ft., where is manufactured corrugated iron painted and galvanized, in all sizes and gauges, including metal ceiling, metal shingles, conductor pipe, eave trough, culvert pipe, well curbing and grain tanks. Some of the more important machines installed are a conductor pipe machine, two immense power brakes, shears, drop hammers, crank presses, a puncher and riveting machine used in the manufacture of culvert pipes.

The whole plant is up-to-date in every particular, is operated by electricity and heated by the hot air blower system.

A separate machine shop is fully equipped with tools for die making and all kinds of repairs. The box factory is another separate building, as is also the paint shop.

This firm are now in splendid shape to take care of their rapidly expanding business, and their new quarters and equipment will give them facilities for the work unexcelled in the West.

Canadian Trade With Germany.

The results of the provisional treaty between Canada and Germany, made six months ago, are announced at Berlin. During this period Germany's imports from Canada have increased 45 per cent., and exports to the same country have increased 48 per cent. Among the imports the chief items which increased were wheat and clover seed. Among the exports the chief increases were in domestic ironware, textiles, notably stockings, carpets, gloves. The total amount of export trade was not more than \$5,000,000, and imports about \$2,000,000.

O.K. CANADIAN AUTOMATIC POTATO PLANTER

RELIABILITY

DURABILITY



SIMPLICITY

Write for our 1911 Catalogue and provide yourself with a complete line of satisfactory potato machines. Our prices and terms are attractive to dealers.

CANADIAN POTATO MACHINERY CO. LIMITED

GALT

ONTARIO

The only manufacturers of a complete line of successful Potato Machines in Canada.

Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.



Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation. Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co., Limited

(Successors)

Hamilton

Ontario

Calgary.

Fred Wright, of the Canadian Moline Plow Co., has returned from an extended visit to coast cities, including Vancouver, Victoria, Seattle, Portland, etc. He reports having had a splendid trip.

J. A. Latimer, manager of the Cockshutt Plow Co., has been out of the city recently, visiting transfer houses at Edmonton and Red Deer in the north, and Lethbridge in the south.

H. A. Dunn, of the John Deere Plow Co., has been under the weather for some time, and spent two periods in the hospital recently. His trouble commenced with la grippe and developed into pneumonia. We are pleased to know that he is now able to be around again. His first trip out will be a business visit to B.C. points, including Kamloops and Okanagan valley towns.

J. A. Brookbank, manager of the I. H. Co., has returned from his annual visit to the head office and factories at Chicago and Hamilton. He had a very pleasant trip.

J. J. Woods, collection manager of the Cockshutt Plow Co., made a short business trip to Edmonton recently, visiting a number of points east on the C.N.R. and G.T.P.

H. W. Hutchinson, general manager of the John Deere Plow Co., spent a short time in Calgary early in February, when on his way to California. We understand that his company has decided to commence immediately the erection of their large addition to the warehouse and offices, so that they can be occupied before June. The addition will mean more than doubling the present capacity of their building.

T. R. Scott, manager of the Goold, Shapley & Muir Co., for Alberta, is at present on a visit to the head office and factory at Brantford. He will be away about a month, spending part of

the time at the Western head office in Winnipeg.

J. Slack, assistant manager of the I. H. Co. here, is at present on a visit to the head office at Chicago, and the factories at Chicago and Hamilton. He will be away between two and three weeks.

J. W. Payne, of the Cheadle Hardware Co., Cheadle, and Massey Harris Co. at that point, met with an unfortunate and painful accident through the explosion of an oil stove. He was badly burned about the hands, arms and face. The warehouse and store were only saved after great difficulty.

H. A. Dunn, who for several years has been manager of the Calgary Branch of the John Deere Plow Co., has been promoted to have general supervision of all the Alberta and British Columbia business, including the three branch transfer houses at Edmonton, Calgary and Lethbridge.

C. G. Wuthrich, of Brandon, succeeds Mr. Dunn here as manager of the Calgary Branch, while H. D. Haney will continue to have charge of the Edmonton Branch, and P. J. McDougall, of the Lethbridge Branch.

Not satisfied with trade competition during business hours, some of the Calgary concerns keep up the excitement after hours also, with the result that a sport resembling hockey has developed. First the Massey Harris Co. and the I. H. Co. got together, two Stanley Cup teams, and after the first battle the Massey Harris Co. were declared winners, 1—0 after ten minutes' overtime. Looking about for other worlds to conquer they espied the Cockshutt Plow Co.'s puck chasers, and challenged them to a game. The first encounter took place February 11th, and resulted in a tie, 2—2. The tie was played off the following Saturday night, February 18th, at the Y.M.C.A. rink, and resulted in

a win for the Cockshutt team by a score of 2—0. It is understood that the winners are contemplating challenging for the Stanley Cup — and the challenge will not be accepted any other way—they will even agree to drop two or three (or more) of their men who are recognized as being too fast for the Eastern teams.

It was a shock to the entire implement fraternity when the newspapers recently announced the death of Mr. Wm. Forrest, better known as "Bill" Forrest, one of the best known men in the implement business, who died suddenly from a simple accident in cranking his automobile, in doing which he skinned the knuckle of his little finger, and never noticed it. A day or two later it began to trouble him, but before he thought it serious enough to bother about, blood poisoning set in, and had too great a start to be overcome.

Mr. Forrest was 44 years of age and a real old time Westerner having come to Manitoba 25 years ago and settled at Oak Lake. Five years later he removed to British Columbia, and for 15 years prospected in the Kootenay and Cariboo districts. Five years ago he returned to Alberta for the Massey Harris Co., for whom he acted as blockman for four years, and a year ago taking the local agency

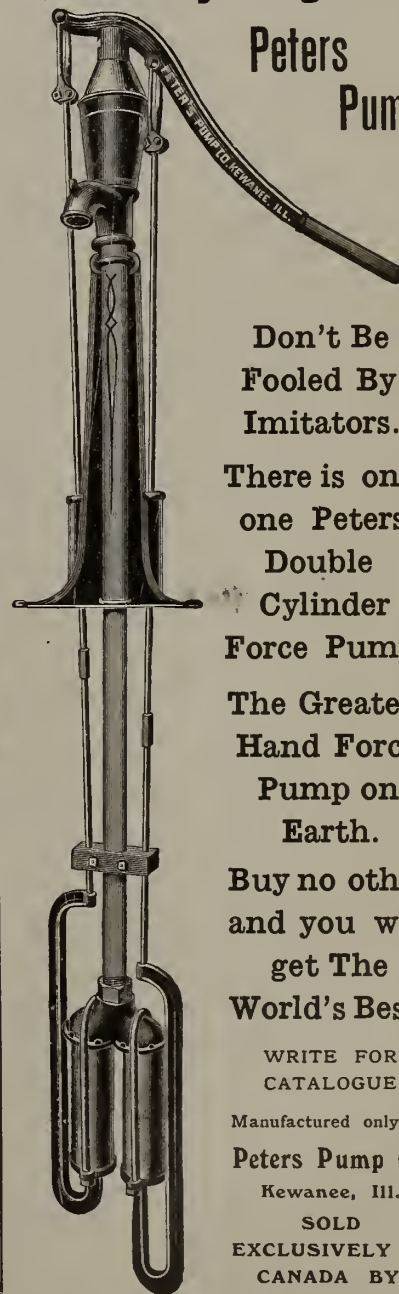
at High River for the same company. At the end of the year he came to Calgary to engage in the Real Estate business, and was doing very well when the sudden call came. He leaves his mother and three brothers to mourn his loss—Harry, with the Ontario Wind Engine and Pump Co., Calgary; Frank, Canadian Fairbanks Co., Calgary; and Jas. A., blockman, out of Medicine Hat for the Massey Harris Co.

Prospects and conditions at the present time are extremely bright throughout Alberta and it is doubtful if they were ever better at this season. The implement companies all feel optimistic and are preparing for a banner year—getting their organizations completed and getting in the goods just as fast as possible. Collections, however, could stand a very considerable improvement all through.

The executive and members of the Alberta Wholesale Implement and Carriage Dealers' Association have held a number of meet-

The Only Original

Peters Pump



Don't Be Fooled By Imitators.

There is only one Peters Double Cylinder Force Pump.

The Greatest Hand Force Pump on Earth.

Buy no other and you will get The World's Best.

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Manufactured only by Peters Pump Co. Kewanee, Ill.

SOLD EXCLUSIVELY IN CANADA BY

Tudhope, Anderson & Co. Ltd. Winnipeg, Regina, Calgary, Saskatoon

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co. WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: ST. LOUIS, NEW YORK.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

Dowagiac Drills & Seeders Are the Leaders

REASONS WHY YOU SHOULD KNOW

ASK US NOW DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH.

WANTED

Three A1 Traveling Salesmen
ONTARIO WIND ENGINE
& PUMPCO. Ltd., Winnipeg

MANAGER WANTED

By Manufacturer for Western Branch, must be an A1 Man. Good Salary and Prospects. Give full particulars. Correspondence confidential. Address: Canadian Farm Imps., 822 Union Bank Bldg., Winnipeg.

ings recently to discuss a uniform contract and note form which will comply with all the present requirements and also to eliminate those objections to present forms which have been raised from time to time in the Alberta Legislature. It is hoped that a suitable form can be secured in time for use in this season's business.

The Modern Mower.

Modern haying machinery has brought about changes in harvesting the hay crop almost parallel with the improvement in grain harvesting, and the work involved in getting the hay to-day is only a fraction of what it was when the scythe held sway.

The value of the hay crop is not generally realized, but if we consider the fact that the hay crop of Ontario alone in 1909 was worth \$132,287,000, some idea will be gained of the importance to the nation of the machinery and implements with which this crop is harvested. In the early days the reaper and the mower were so intimately connected as to be practically identical, and were used with slight adjustments to cut either grain or grass. Hussey's first machine was a mower, although he always looked upon himself as the inventor of the reaper. His first patent was taken out in 1833 on a reaper which he

made near Cincinnati, Ohio, and he devoted 25 years of his life, unsuccessfully, to establish his machine as a reaper, without considering its development as a mower. The foundation features of the modern mower were, however, embodied in his machine, although it was not complete until the hinged or floating bar was patented by Lewis Miller, of Canton, Ohio, in 1856 and 1858. Miller's device allowed the bar to float freely over the ground and to rise and fall at each end so as to conform with irregularities of the surface.

W. F. Ketchum was the first to construct and market the mower as distinct from the reaper, for which reason he has been spoken of as the father of the mower trade. He took out several patents, but that granted in 1847 was of especial importance. In this the main features were the unobstructed space left between the driving wheel and the bar, and the simplicity of the working parts. The cutter was an endless chain of knives, which did not prove successful. Ketchum afterwards produced a very successful mower of the rigid-bar type which led the way in mower development. Other patents of varying importance were granted to various inventors, notably to Cyrenus Wheeler, in 1854, E. Ball, who is connected with the firm of Miller and Aultman, and

A. Kirby. By 1860 the mower had become thoroughly practical and was being manufactured by various firms with still further improvements. The process of development is still going on, and as a result the amount of hay produced on this continent has enormously increased.

There are two types of modern mowing machines, the side-cut and direct cut. In the former the cutter bar is placed at one side of the drive, while in the latter it is placed directly in front of the drivers.

The essential parts of the mower are (1) the cutting mechanism, consisting of a reciprocating knife or sickle operating through guards or fingers and driven by a pitman from a crank (2) drive wheels in contact with the ground, (3) gearing to give the crank proper speed and (4) dividers to divide the cut grass from that left standing.

Mowers are made in sizes to cut from 3½ to 8 feet. From 8 to 15 acres is an average day's work with the 5 or 6-ft. machines. A windrow attachment may be used, consisting of a set of curved fingers attached to the rear of the cutter bar. These roll the swath into a windrow, and the attachment is chiefly used in cutting clover, peas and buckwheat. The attachment can be used as a buncher with the addition of fingers to hold the swath until tripped.

Dry Farm Pointers.

In a recent bulletin on dry farm crops issued by the Experiment Station of Montana Agricultural College, the following pointers for the dry farmer are given:

1. Science and diligence will quadruple the harvest.
2. Water is of first importance. Use all possible means to prevent its waste.
3. From seven to ten inches of water can be saved for the crop by timely cultivation.
4. Disc after the harvester, as early in the spring as possible, and immediately after plowing.
5. Harrow after every rain and whenever a crust begins to form.
6. Do not let weeds grow on

summer-tilled land—they use up the water.

7. Harrow the grain in the spring until it is six inches high.

8. Pack the sub-surface before seeding.

9. Use drills that pack the earth about the seed.

10. Use only the best seed, select varieties and well cleaned.

11. Two or three pecks to an acre is enough.

12. Early ripening crops and early seeding are best for the dry farm. Late crops must be inter-tilled.

13. More can be produced in one crop after summer tillage than in two or three consecutive crops.

14. Market concentrated products; meat and butter pay better than forage.

15. Garden crops and shrubbery, as well as grain, may be made to thrive by thorough tillage.

Stick to the Farm.

"Stick to the farm," says the president

To the wide-eyed farmer boy,
Then he hies him back to the
White House home,
With its air of rustic joy.

"Stick to the farm," says the railroad king

To the lad who looks afar,
Then hies him back on the
double-quick
To his rustic private car.

"Stick to the farm," says the clergyman

To the youth on the worm-fence perch,
Then lays his ear to the ground
to hear
A call to a city church.

"Stick to the farm," says the doctor wise

To those who would break the rut,
Then hies him where the appendix grows

In bountiful crops to cut.

—New York Sun.

Success is never a matter of luck. It is the measure of man's ability to do something well.

SELLING BELOW Manufacturers' Cost

Disc Harrows,

Prairie Breakers,

Sulkies and Gangs

at prices never before offered retail dealers.

We have also a good stock of 13 in. and 15 in. Universal Rolling Coulters at less than half the agents' usual buying price. They will fit your plows.

All the above mentioned are brand new and complete.

Repairs if required later on, will be supplied at reasonable prices.

Paris Plow Co. Ltd.

937 Logan Ave. West, Winnipeg, Man.

Planet Jr.

Get double the present results from your time and labor. Use Planet Jr farm and garden implements, and secure bigger and better crops with less work.

Planet Jrs do the work of three to six men. They do it more accurately, and cause a greater yield. They are the result of a practical farmer's 35 years' experience. Fully guaranteed.

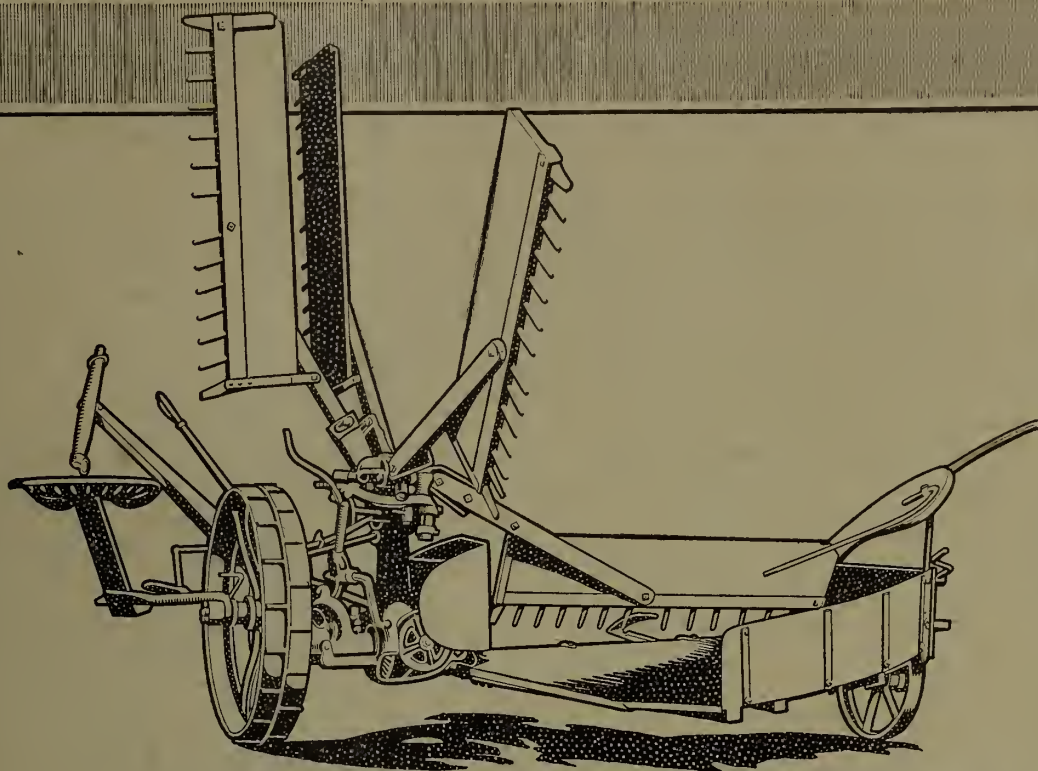
[No. 6.] The newest Planet Jr Combination Hill and Drill Seeder, Wheel Hoe, Cultivator and Plow, opens the furrow, sows any kind of garden seed accurately in drills or hills, covers, rolls down, and marks out the next row—all at one operation. Perfect Wheel-Hoe, Cultivator and Plow.

Planet Jr 12-tooth Harrow, Cultivator and Pulverizer is a wonderful tool for berry-growers and market-gardeners. Works deep or shallow without throwing earth on the plants, and pulverizes the soil thoroughly. Invaluable wherever fine close work is needed.

You can't afford to miss the 1911 illustrated Planet Jr 56-page catalogue. Free and postpaid. Write today.

S L Allen & Co
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Write for the name of our nearest Agency



THE REAPER

When the reaper was born, the farm machine business was born. As the reaper developed, the business developed. Trace agriculture from the beginning of time down to this year of large sales, and every bit of history serves to clinch these facts. Before farmers could even think of planting large crops they had to be given a machine that insured a quick harvest. Since wheat ever has been the backbone of agriculture, the reaper had to be invented before other much-used farm machines could follow.

From the Year One to the Year Eighteen Hundred and Thirty-One the harvesting machine had advanced only from a straight knife to the cradle. Then came the first practical reaper, which established large farms, and which, in turn, established machine and implement dealers.

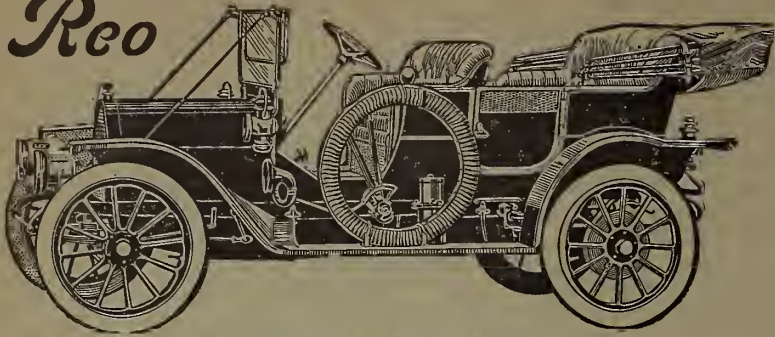
The I H C line is a direct descendant of the first reaper. Dealers that sell this line of harvesting, haying and corn machines, twine, manure spreaders, hay presses, gasoline engines and tractors, cream separators, wagons and motor vehicles, and tillage implements, have years of faithful performance and the skill and inventive genius of the machine world back of them.

If you are not handling the line that has done most to build up the farm machine business, but would like to handle it, ask our blockman, or the nearest general agent, or the office in Chicago for full information, including the selling plan, the advertising, and the personal assistance that is given each dealer.

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO U S A

Reo



No extra charge for fore doors

As we have always told you, the REO is the best.

THE REO for 1911 is fitted throughout with high service and Timpkin Roller bearings, same as used in the most expensive cars. Can you get such quality in any other medium priced car? Most assuredly not

Then you have the advantage of being able to get repairs at a moment's notice—a very important matter affecting the owner of any car. Besides, the Reo is fully guaranteed by one of the largest factories in the trade.

BUY THE REO

JOSEPH MAW & CO. LIMITED,
WINNIPEG, CANADA

CENTRAL CANADA
INSURANCE CO. LTD.
BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital, **\$365 000.00**
Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE
All classes of desirable risks insured.

PURE-BRED REGISTERED
LIVE STOCK INSURANCE
Protection against loss from accident and disease.

Full information on application to any
Local Agent, or
The Head Office of either Company.
INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN THE SASKATCHEWAN
INSURANCE CO. INSURANCE CO.
CANADA

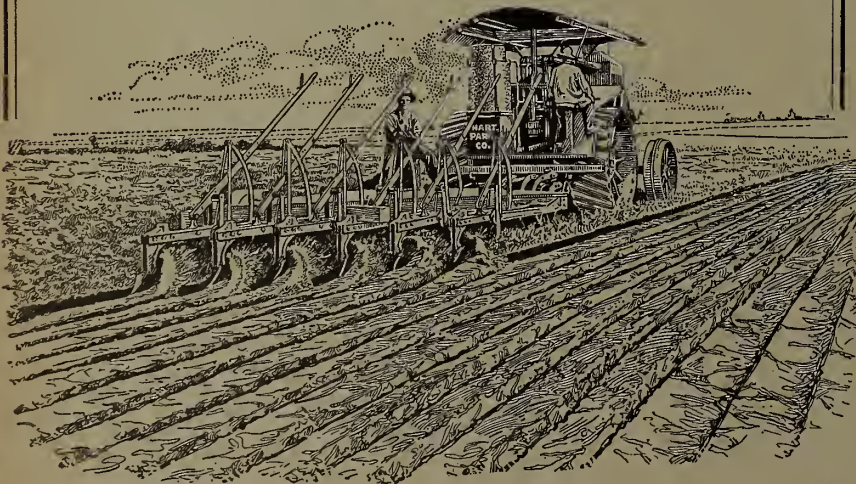
EDMONTON REGINA

The Modern Farm Horse

IS THE

HART-PARR GAS TRACTOR

Over 300 now in Western Canada.



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, etc.

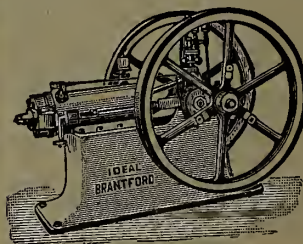
Uses Kerosene costing only 11c. nett per gallon, f.o.b. Winnipeg.

A good proposition for Live Implement Dealers.

HART-PARR CO.

PORTAGE LA PRAIRIE, MAN.

POWER OF THE HOUR



Ideal Gasoline Engines

STATIONARY

PORTABLE

TRACTION

Ideal Stationary Engines
from 1½ to 50 H.P.

DEALERS.—We want you to represent us in the following lines:—

Galvanized Steel Pumping Windmills, 8, 10, 12, 14, 16 and 20 feet.

Galvanized Steel Towers for all purposes.

Galvanized Power Windmills, 12, 13, 14, 15 and 16 feet.

Grain Grinders, 5 sizes.

Concrete Mixers, 2 sizes.

Iron Pumps, Lift and Force.

Wood Tanks, all styles.

Brass Cylinders, all sizes.

Water Pipes and Fittings.

Steel Frame Wood Saws.

NOTE.—If interested in Cement Mixers, write us in reference to our New All Steel Mixer.



Imperial Mill

Goold, Shapley & Muir Company, Limited

BRANTFORD

WINNIPEG

CALGARY

CANADIAN FARM IMPLEMENTS

VOL. VII., No. 4

WINNIPEG, CANADA, APRIL 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1 00
Per Copy, 10 cents



Union Bank Building, Winnipeg.

UNION BANK OF CANADA

Established 1865

HEAD OFFICE—QUEBEC

PAID UP CAPITAL	\$4,000,000
REST AND UNDIVIDED PROFITS	\$2,600,000
TOTAL ASSETS (OVER)	\$46,000,000

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This Bank, having over 200 Branches in Canada—5 in the Province of Quebec, 51 in Ontario, 39 in Manitoba, 59 in Saskatchewan, 38 in Alberta, and 6 in British Columbia—extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of all banking business in these Provinces. Collections and correspondence are invited.

The Bank has Agents and Correspondents in all cities of importance throughout Canada, the United States, the United Kingdom, the Continent of Europe, and the British Colonies.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at **Winnipeg, Man.**; **Calgary, Alta.**; and **Edmonton, Alta.**

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

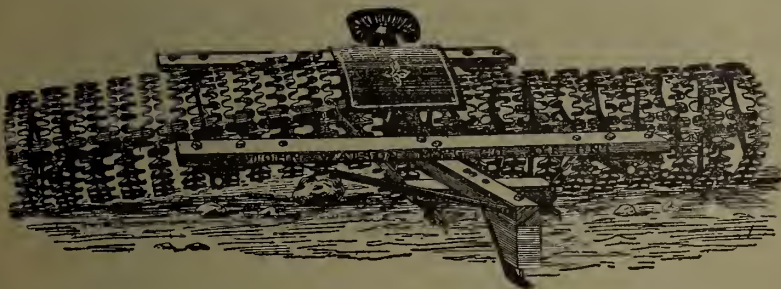
Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont., Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta., Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

WATSON PULVERIZER AND COMPRESSOR—A DRY-LAND CROP PRODUCER



Made in two sizes { With 16 wheels, for 3 horses (weight 2100 lbs.) width 10 ft. 6 in.
as follows " 22 " " 4 horses (" 2800 ") " 14 ft. 6 in.
24 in. Wheels; Removable Boxing on all Wheels and Centre Castings.

The 22-wheel size is supplied with two poles and pulley hitch.

Reasons Why You Should Sell This Pulverizer

1. It compresses the soil around the seed.
2. It tends to conserve the moisture in the soil by checking evaporation.
3. It leaves the surface rough, holds the dust and prevents blowing of the soil.
4. It does not leave the soil in ridges and hollows for the rain to run off.
5. It does not press the clods into the ground, but crushes them.
6. It is impossible to clog if the ground is in condition to work with any implement.
7. Being flexible, it will conform to ground level or dead furrow, leaving nothing untouched.

The Watson Line
will bring success
to
LIVE DEALERS
"NO ONE CAN GIVE
YOU A BETTER
DEAL."

John Watson Mfg. Co.
LIMITED

WINNIPEG

Roller Grain Crushers

This illustrates our No. 10.—Rollers 9½ in. diameter x 18 in. in length.

A machine of very large capacity for MILLS and ELEVATORS.

We carry also a full line of smaller machines. Enquiries solicited.

Sole Agents:

John Deere Plow Co.
LTD.

Winnipeg Regina
Saskatoon Calgary
Edmonton Lethbridge



609

J. FLEURY'S SONS

Aurora, Ontario, Canada



Now is the time to order **WOOD** and **IRON** pumps as our stock is complete.

Call or write us for the latest models of **MELOTTE** machines. We have also a limited number of second-hand machines at greatly reduced prices, they are thoroughly tested and overhauled and will do the work as well as a new machine.

Melotte Cream Separator Co.,

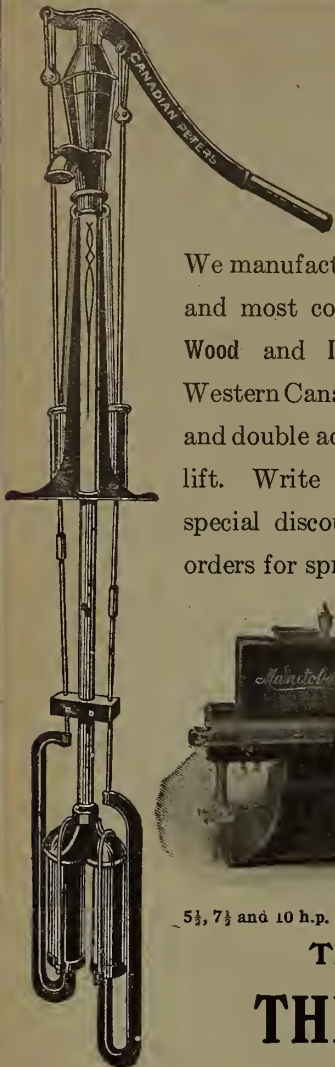
312 Ross Avenue, WINNIPEG.

Secure the
Agency for the

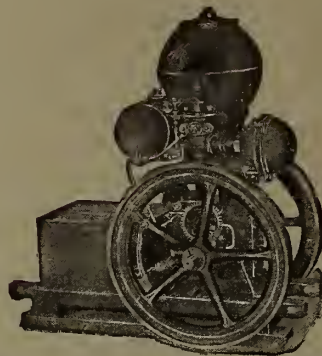
Manitoba

LINE FOR 1911

A more complete and better line than
ever before.



We manufacture the largest
and most complete line of
Wood and Iron Pumps in
Western Canada, both single
and double acting, force and
lift. Write us to-day for
special discounts on pump
orders for spring delivery.

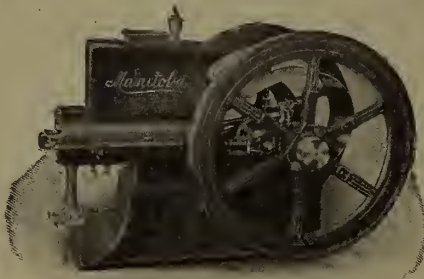


4 and 7 h.p. Vertical Hopper-Cooled.)

"Manitoba" Windmills are
made in all sizes for both
power and pumping pur-
poses. Known all over
Western Canada as the
Strongest and Best Windmills
in the World. Why not
buy direct from the factory,
saving heavy freight and
duty charges, and jobbing
house profits.



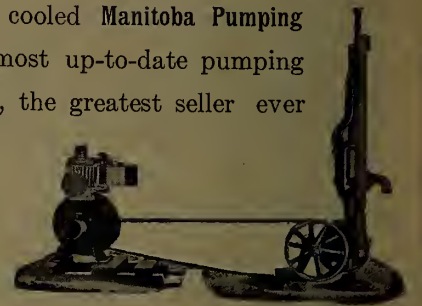
Made in the West for the West. All sizes
—Power and pumping



5½, 7½ and 10 h.p. Horizontal Hopper Cooled.

We manufacture a complete
line of Gasoline Engines from
1½ to 25 h.p., both hori-
zontal and vertical, stationary and portable.
All engines hopper cooled and specially designed
for Western Canada.

The new 1½ h.p. air cooled Manitoba Pumping
Engine, the latest and most up-to-date pumping
engine on the market, the greatest seller ever
offered to the trade.



1½ h.p. Air Cooled Pumping Engine.

The Complete "Manitoba" Line is manufactured in our Factory in the West.

THE MANITOBA WINDMILL AND PUMP CO., LTD.

BOX 301, BRANDON, MAN.

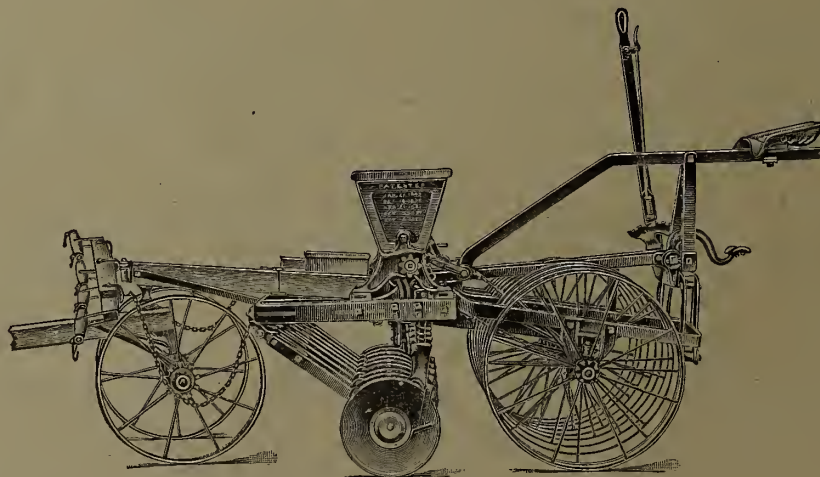
CALGARY, ALTA.

HOOSIER PRESS DRILLS

ALWAYS ENSURE GOOD CROPS

Hoosier Press Drills
conserve the moisture
in the soil, because they
pack the earth over the
seed when it is sown.
Thus users of this Drill
are more certain of a
good crop.

GRAIN DRILLS
IN ALL STYLES
AND SIZES



The Press Wheels of the
Hoosier leave furrows
which will receive any
moisture that may fall,
and catch the dust,
forming a conserving
dust Blanket.

SINGLE DISK
DOUBLE DISK
AND SHOE

THE AMERICAN SEEDING MACHINE CO.

(INCORPORATED)

Corner King and James Sts., WINNIPEG.

PLYMOUTH CORDAGE CO.



Ever since bindertwine has been used the sheaf trade mark has stood for quality and progress. Now it is known around the World.



PLYMOUTH ROPE

"The Rope You Can Trust."

Plymouth Manila Rope enjoys the same high reputation as Plymouth Twine. Many dealers have found it profitable to handle Plymouth Rope in connection with their Twine. Why not try it?

Plymouth 4-strand Manila 13-16 inch and 7-8 inch size for haying purposes is a ready seller.

Plymouth Twine for 1911

"The Twine That's Always Good"

For 1911, as usual, Plymouth Twine is at the front.

As always, the name "PLYMOUTH" and the sheaf trade-mark stand for twine of the very highest quality.

We are the World's largest consumers of hemp, and our immense purchases of raw material justly entitle us to a commanding position in the fiber market, which enables us at all times to obtain the best selection of the grades necessary for twine-making.

This is followed up by a most searching examination of all fiber delivered at our works, and any which does not come up to the PLYMOUTH standard is promptly rejected.

Expert and honest workmanship, together with our exceptional facilities for manufacturing, all contribute to making "PLYMOUTH" the World's best binder twine.

Canadian Distributing Agents:

W. G. McMahon,
(Representing Lindsay Bros.)

Winnipeg, Man.

Hobbs Hardware Co.,

Toronto, Ont.

ARMSTRONG CARRIAGES.

Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.

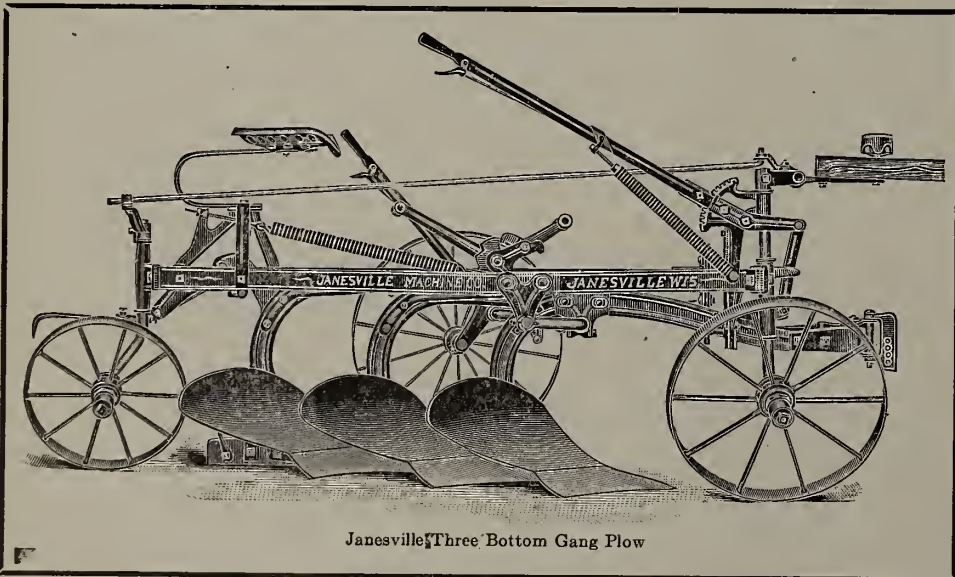


The J. B. Armstrong Mfg. Co., Ltd., Guelph, Canada.

Western Office

Winnipeg, Man.

Three Bottom Gang Plows



Janesville Three Bottom Gang Plow

Are coming into use along with the demand for larger sized farm tools of all kinds.

The Janesville is one of the most practically built Three Bottom Gangs now in general use. The horses pull the bottoms out of the ground, as well as pull them into it. This is a very important point, especially on a gang plow.

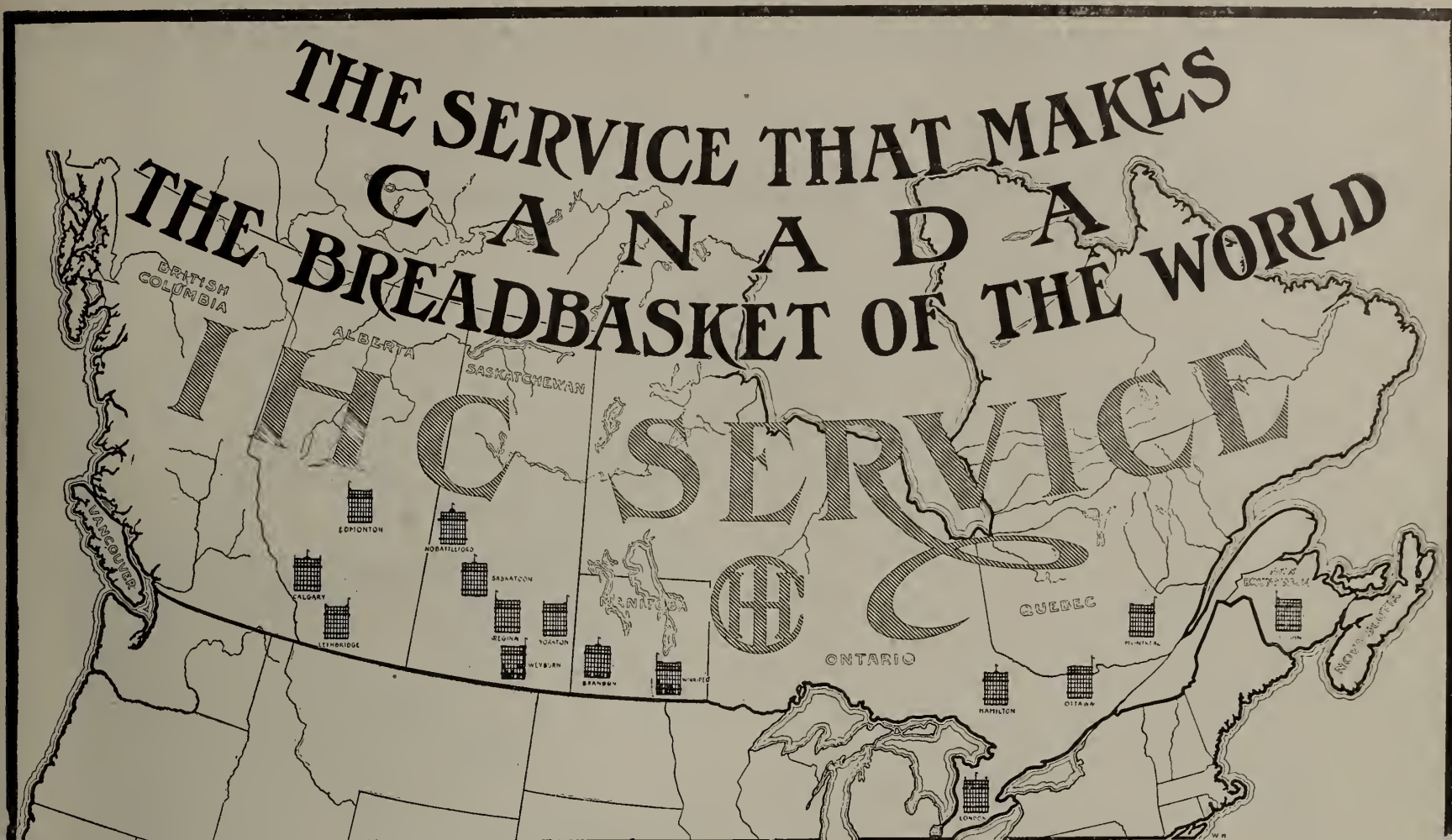
Naturally the first thing inquired about is the draft of a plow of this size, and how much horse power is required to handle it. Our tests all show that in ordinary use five horses can very easily

pull the plow; of course the condition of the soil and the depth plowed have everything to do with the draft. Drop us a line and let us send you our Plow Booklet which tells you all about our plows of all kinds.

Made by THE JANESVILLE MACHINE CO., Janesville, Wis.

CANADIAN SALES AGENTS: **AMERICAN SEEDING MACHINE CO.,**
(INCORPORATED)

King and James Sts.
WINNIPEG



We now have in Canada fifteen branch houses. These houses, working in harmony with the general offices at Chicago, and with hundreds of IHC dealers throughout the Dominion, offer a service that is widely beneficial.

IHC service works two ways. It helps the Canadian farmer, and by helping him, helps the Canadian dealer.

Service begins with a good line of machines and quite often it ends there. But not so with IHC service. The line comes first, that's true. If it did not, there would be nothing on which to hang the service. There is none better than the IHC line of harvesting and haying machines and tools, hay presses, binder twine, wagons, motor vehicles, feed grinders, manure spreaders, gasoline engines and tractors, cream separators, and tillage implements. Its history is as old as the farm machine industry. Its service is as broad as agriculture itself.

IHC dealers have all this back of them. And they have something more. They have the IHC service, which turns customers their way, and increases their sales.

"The breadbasket of the world" needs to be filled heaping full. That's what the farmers want; it's what you want; and it's what we want. A fuller basket is the object of IHC service. The fuller the basket, the larger the sales. Farmers who raise big crops buy good machines.

Are you selling the best machines? Are you increasing your sales by doing your part toward filling the breadbasket heaping full?

IHC service is doing its part. Aside from interesting catalogues, and advertisements in the farm press, all of which create interest, a system of personal follow-up letters is in constant operation. These letters single out the farmers who want machines, and prepare them ready for the dealers to make the sales.

Isn't this worth something to you? But wait. The IHC Service Bureau answers all sorts of farm questions. It employs experts to furnish those who ask for it information on soils, fertilizers, seeds, insect pests, climatic conditions, and other things which, if followed, help farmers increase the value of "the world's breadbasket."

This serves to interest the farmers. And every bit of interest tends to direct the farmers to the IHC local dealer. His place of business becomes the agricultural headquarters. He enjoys the goodwill and friendship of the farmers—they understand each other better, and better understand the machines—and this leads to increased sales.

We have but briefly sketched the idea of IHC service. To know more about it, and our selling plans as well, we suggest that you write the nearest Canadian branch office, or, the blockman who frequently passes your way, or the Chicago office.

CANADIAN BRANCH HOUSES: IHC of America at Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U S A

Increased business comes with the Cockshutt Lines

Sell Cockshutt Engine Gangs, because they can do the work.

This is because they are built on the individual plow principle.

These are the advantages for your customer, and whatever the Customer gets in value makes sales easier for you. You get the benefit in cash, in easier business, in local reputation.

The individual single-plow-to-a-beam Cockshutt Gang, plows the roughest land evenly because each plow takes its own furrow easily at constant depth.

In the case of rocks, the one plow rises and resets itself.

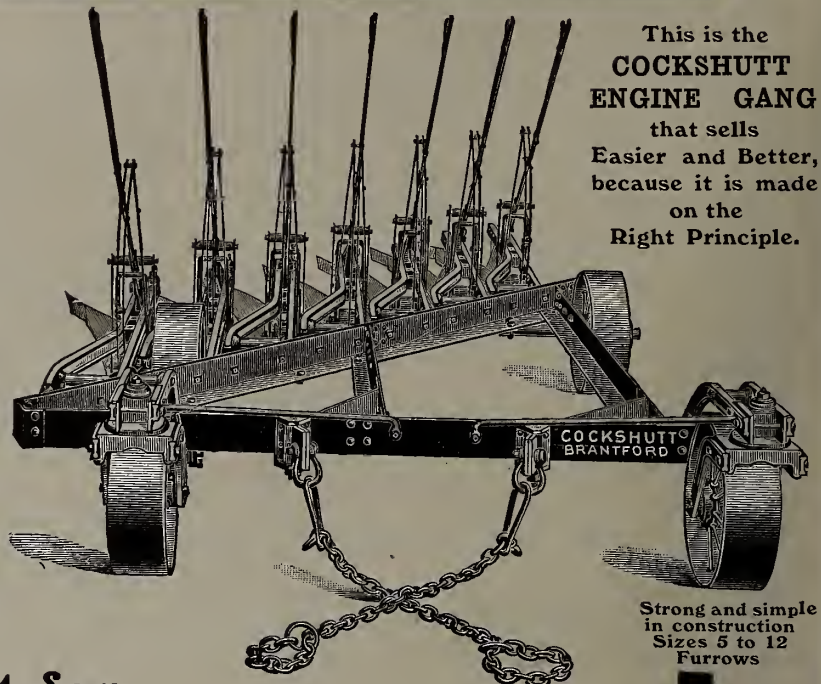
A Cockshutt Engine Gang Plow cannot twist because it is hinged to a wide bearing, on the platform, heavy, double spread, wide at front to take hinge.

Long levers, simple adjustment of plows, big swiveled platform wheels, strength of platform—these mean long wear and accurate work. Your customer gives you his good will from the quality of Cockshutt Engine Gang design.

Sell this plow for tractor work; breaker or stubble, rough land, stony land, or soft or hard baked ground. It meets every condition, strong and simple in construction; it is built on the right principle—individual beams for each plow. Write us to-day.

Every Cockshutt Engine Gang sells others.

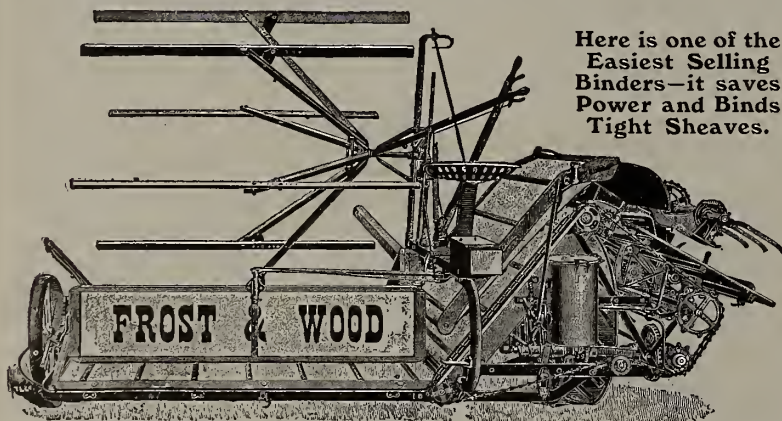
You sell an Engine Gang with no drawbacks—a medal winner.



This is the
**COCKSHUTT
ENGINE GANG**
that sells
Easier and Better,
because it is made
on the
Right Principle.

Strong and simple
in construction
Sizes 5 to 12
Furrows

Be the Agent for COCKSHUTT ENGINE GANGS AND -- FROST & WOOD BINDERS -- And Do Increasing Business



Here is one of the
Easiest Selling
Binders—it saves
Power and Binds
Tight Sheaves.

Here is the Frost & Wood Binder—the machine for agents to sell. Write us.

We are sole Western agents for Frost & Wood Implements.

This is a light-draft long-wearing machine 6 ft. to 8 ft. size.

This Frost & Wood Binder will handle grain lodged badly in rough ground, with the least

strain on the machine, horses and driver.

It tilts at a touch.

Rough ground does not affect the running because the main frame is extra strong—always in alignment.

Every operating lever is in easy reach. The grain-wheel has easy adjustment—no heavy table to lift with a hand lever.

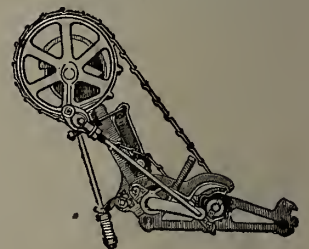
Roller bearings at every point where heavy strain comes on shafts. Think, how easy to sell a Frost & Wood Binder with its 70 year reputation, and the thousands of users of Frost & Wood Implements.

Take the agency for your territory and you'll sell a machine that brings you nothing but high praise and—profit.

Here is the famous eccentric sprocket that insures tight and well-tied sheaves.

Think how this point will sell your Frost & Wood Binder, when you have the agency.

Here is the famous Eccentric Sprocket Drive



The long spokes on the sprocket come into play during the tie and throw out—slow action, great power, no added draft.

The short spokes speed arms and needle into 'idle' position—no choking before next sheaf reaches packers—free action.

Get this agency. The eccentric sprocket will close many a sale for you. Write to-day, to us.

Write us to-day about these Agencies—
Make Money

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

Brandon

Regina

Saskatoon

Calgary

Edmonton

APPLY FOR THE AGENCY

Get your Share. These are the - Vehicles to do the business -

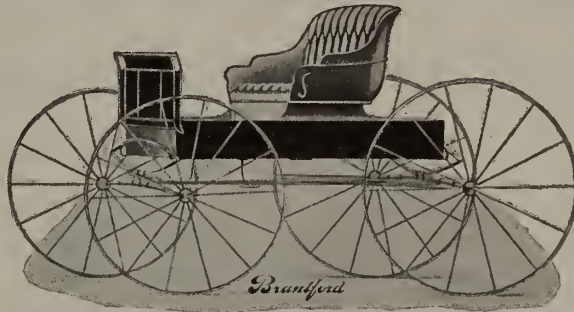
Praise Brantford Buggies—they'll make good with your buyer.

Sell Brantford Buggies—you'll make good with your trade.

See the typical auto seat buggies, and the democrat—best XXX hickory shafts, steel axles, arch or drop axles, leather or cloth trimmings, Sarven Wheels, etc.

You can trust the quality. It's what has made the Brantford Line such a leading seller in the West.

We have a full line of vehicles behind



No. 415—Open Buggy with Auto Seat

these we show here—scores of up-to-date models. Selling is easy.

If Brantford Buggies are not represented in your neighborhood, apply for the agency.

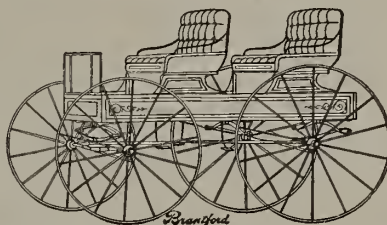
We'll be glad to let you have our proposition.

You'll get your share of the local business, and every Brantford Buggy you place will help you to sell others.

Ask us for the Buggy Book. Quality is behind the entire line—prices right.



No. 216—Elliptic Spring Buggy, Auto Seat



No. 89—Democrat

Brantford -Buggies-

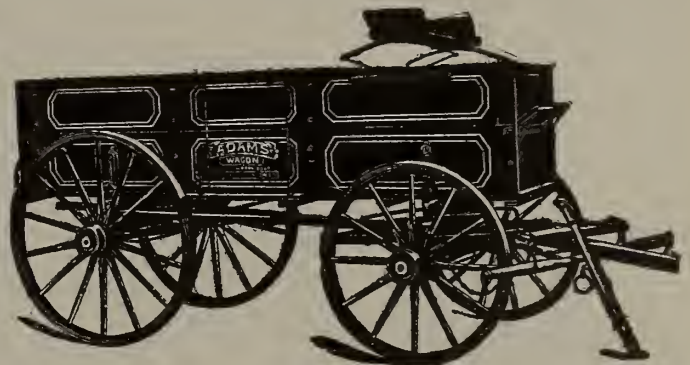


No. 219—Elliptic Spring Buggy, Auto Seat

Adams Wagons



Write us
About
the Agency
for these
ADAMS
WAGONS



Adams Wagons—good wagons—known for years—last for years. Best hardwoods for axles, reach, wheels—all special seasoned and soaked in linseed oil.

The Adams Standard, illustrated at right hand, has Adams patent cast Truss-Skein to strengthen and reinforce axle for the heaviest hauling over rough country.

The Adams Special, illustrated above, has special heavy flat truss rod along bottom of axle passing through arm and tightened by nut on outside. This makes extra strong construction.

This is the sort of a wagon to sell—the kind that will help you do more and more business.

Write us about the agency.

If you sell Adams Wagons—taking the agency from us for your territory—you have every advantage and talking point that can be crammed into a wagon in a practical way.

Anti-spreader chains, grain box, steel grain strips, pine or hardwood bottoms, best woods, linseed-oil treated, bottoms reinforced with cross sills, braced box sides, double-braced rear and fore gears, strong construction.

You can talk up Adams Wagons as highly as you like, and the customer will get out of them everything you promise him.

Experienced wagon builders, modern factory and mighty good wagons—they mean profits and a steady business for the Adams Wagon Agent. Why not apply to us to-day for agency?

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

APPLY FOR THE AGENCY

Brandon

Regina

Saskatoon

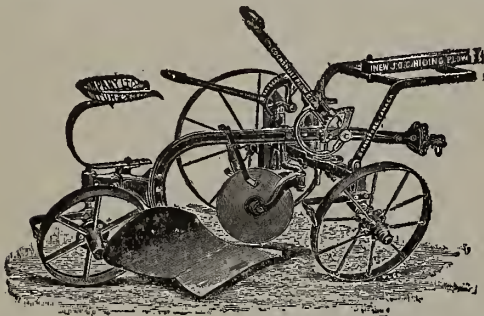
Calgary

Edmonton

Why Not Handle COCKSHUTT Plows ?

They get you the Business. Be the Agent.

This arch-beam J.G.C. Plow is the prairie favorite for heavy work. Materials are the best throughout. Front axle turns on king bolt—good for rough land and short turns. Rolling colters, glass hard steel bottoms. Eccentric lifting device for easy operation. Driver's weight helps to hold plow down. A well-known and general favorite, and a great seller. It does the work.



J. G. C. Plow

Here are four Cockshutt Plows that have forged away ahead on sheer merit.

Thousands of users help you sell to new customers. You have dozens of local users to recommend your plow to your customer—help you close the sale. Isn't that the class of Plow to handle?

Both furrow wheels turn with pole making short-turn on the Jewel Gang—a leader. The arch-beam and swivel rolling colter never clog. Easy foot lift at furrow end gives high clearance. Land wheel has cushion spring, adjustable slanted-furrow wheel carries side pressure of mold board. Clean, quick plowing of excellent quality with light draft. Dust-proof bearings save wear. An excellent riding gang.



New Jewel Gang

J.G.C.

Sulky Arch Beam

Arch Beam

Jewel

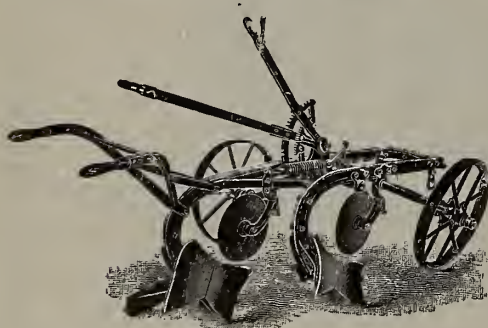
PLOWS

The Arch Beam

Empire Chief

The Straight Beam

Empire Gang



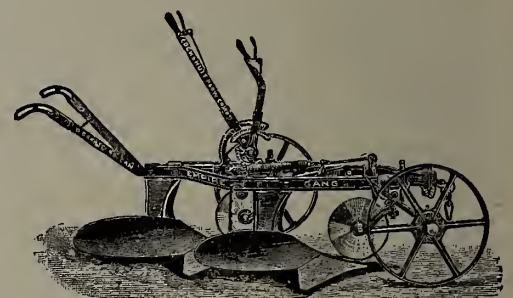
Empire Chief Gang

Strong and serviceable walking gang with long levers, slanting furrow wheel, high carbon steel arch beam and rolling colter, non-clogging. Will stand the strain and do good work. Excellent heavy-service light-weight plow.

Strength, quality, merit—these are all proven for you. Be the Agent. They Sell.

The above plows have every aid to easy operation; rolling colters, slanted furrow wheels, spring counterbalanced levers, short-turn rear-wheel device, etc. The best materials are used. Full outfits for every kind of breaker and stubble work.

WRITE FOR THE AGENCY TO-DAY



New Empire Gang

Steel and malleable standards and extra heavy soft-center steel share fit this plow for rough usage. Spring lift and compound levers, heavy axles, dust-proof wheels, rolling colters—a fine general purpose stubble or breaker walking gang, 24 inch capacity.

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

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CALGARY

EDMONTON

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 4

WINNIPEG, CANADA, APRIL, 1911.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Finding the Price

The following table and explanation is reproduced from Farm Implement News, in the hope that it may prove serviceable to dealers who wish to know the principles and application of pricing their goods. The table was prepared by the U. S. Cost Educational Association.

This table covers any rate of net profit likely to be sought and percentages of cost of doing business from 15 to 25. It applies only to even numbers. The dealer who finds that his rate of expense contains a fraction can use the table by taking the next higher number. For example, if the cost of doing business is found to be 16 2-3 per cent., it would be necessary to take the figure 17.

The author of the table has assumed that 15 is the minimum rate of expense in the implement and vehicle trade; at least he has made no provision for a lower rate. If your cost of doing business is less than 15 per cent. you can ascertain the figure to be used in the division as illustrated at the right of the table by subtracting the sum of the expense and profit rates from 100. This is the method by which the table figures were obtained. For instance, take the expense rate of 15 and the profit rate of 7 per cent. The total is 22. Deduct this from 100 and you have 78, which is the table figure to be used with these expense and profit rates.

If your expense rate is 12 per cent. and you want a net profit of 7 per cent., take the total of the two, 19, and deduct it from 100. The delivered cost divided by the remainder, as shown in the illustration, will give the correct selling price.

If the expense rate contains a fraction and you wish to retain it, the same rule can be used, but it will make the computation more complicated, because you will have to divide by a number containing a fraction. For instance, with an expense rate of 15 3-4 per cent. and a profit rate of 8 you would deduct the sum of the two (22 3-4) from 100, leaving 76 1-4 as the figure to be used. A far better way is to call the expense rate next higher even number, and

those who follow that plan will find the table very helpful and convenient.

It should be explained that the figures with which the delivered costs are to be divided to find the price are hundredths. In other words the divisor in the example given is 76-100, or written decimally .76.

Say the cost of doing business is 17 per cent. and the profit sought is 6 per cent. At the junction of the horizontal column beginning with 17 per cent. and the vertical column headed 6, you will find the figure 77. This means that to find the required

.74 Result, \$135.13. Percentage over delivered cost, 35.13.

Of course the same result will be obtained by taking any figure as the cost.

A corn planter costs \$35.50 delivered.

Cost of doing business is 16 per cent.

Profit sought is 10 per cent.

35.13 per cent. of \$35.50 equals \$12.47.

\$35.50 plus \$12.47 equals \$47.97, the price required.

Or figuring it by table:

\$35.50 divided by .74 equals \$47.97.

Then analyze the selling price and you will find it consists of the following:

costs correctly and prices his goods accordingly made a calculation and stated in answer to the question that about 42 per cent. must be added, many of the dealers present thought he was mistaken.

He was correct.

The exact percentage to be added in the case mentioned is 42.85.

FIGURES NOT DISCOURAGING.

These figures should not discourage any dealer. In the first place, few dealers find their cost of doing business as high as 20 per cent. Those who have found it so should cut it down, for the business will not stand that expense. There may be isolated cases in the far west that are exceptions to this rule.

TABLE FOR FINDING THE SELLING PRICE OF ANY ARTICLE

Cost to do Business	NET PER CENT PROFIT DESIRED																					
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	20	25	30	35	40	50	
15%	.84	.83	.82	.81	.80	.79	.78	.77	.76	.75	.74	.73	.72	.71	.70	.65	.60	.55	.50	.45	.35	
16%	.83	.82	.81	.80	.79	.78	.77	.76	.75	.74	.73	.72	.71	.70	.69	.64	.59	.54	.49	.44	.34	
17%	.82	.81	.80	.79	.78	.77	.76	.75	.74	.73	.72	.71	.70	.69	.68	.63	.58	.53	.48	.43	.33	
18%	.81	.80	.79	.78	.77	.76	.75	.74	.73	.72	.71	.70	.69	.68	.67	.62	.57	.52	.47	.42	.32	
19%	.80	.79	.78	.77	.76	.75	.74	.73	.72	.71	.70	.69	.68	.67	.66	.61	.56	.51	.46	.41	.31	
20%	.79	.78	.77	.76	.75	.74	.73	.72	.71	.70	.69	.68	.67	.66	.65	.60	.55	.50	.45	.40	.30	
21%	.78	.77	.76	.75	.74	.73	.72	.71	.70	.69	.68	.67	.66	.65	.64	.59	.54	.49	.44	.39	.29	
22%	.77	.76	.75	.74	.73	.72	.71	.70	.69	.68	.67	.66	.65	.64	.63	.58	.53	.48	.43	.38	.28	
23%	.76	.75	.74	.73	.72	.71	.70	.69	.68	.67	.66	.65	.64	.63	.62	.57	.52	.47	.42	.37	.27	
24%	.75	.74	.73	.72	.71	.70	.69	.68	.67	.66	.65	.64	.63	.62	.61	.56	.51	.46	.41	.36	.26	
25%	.74	.73	.72	.71	.70	.69	.68	.67	.66	.65	.64	.63	.62	.61	.60	.55	.50	.45	.40	.35	.25	

RULE

Divide the cost (invoice price with freight added) by the figure in the column of "net per cent profit desired" on the line with per cent it costs you to do business.

Example:

If a wagon cost \$60.00
Freight..... 1.20

\$61.20

You desire to make a net profit of.....5%

It costs you to do business 19%
Take the figure in column 5 on line with 19 which is .76

.76 61.2000 80.52 the selling price.

608

400
380

200
152

price you must divide the delivered cost by .77.

ADDING A PERCENTAGE.

In a recent issue we answered the inquiry of a dealer who asked: "How much shall I add to the cost of a buggy to provide for 16 per cent. cost of doing business and 10 per cent. net profit?"

Our reply was: "Add 35.13 per cent. to the delivered cost."

A western dealer now asks us to give the figures on this problem.

The table on this page shows that if the cost of doing business is 16 per cent. and a profit of 10 per cent. is sought by the dealer, he must divide the delivered cost of an article by .74 in order to determine the price.

For easy figuring take \$100 as the delivered cost. Divide it by

Delivered cost, \$35.50.

Cost of doing business, \$7.68 (16 per cent. of selling price).

Profit, \$4.79 (10 per cent. of selling price).

Total, \$47.97.

Many dealers have been astonished to learn that the percentage required to give them a profit is larger than they had estimated it before taking up cost figuring in a systematic way.

One of the questions which came out of the question box at the Kansas City convention was this: "What percentage must be added to the delivered cost of an article to provide for 20 per cent. cost of doing business and 10 per cent. profit on the selling price?"

When a dealer who figures his

In the next place, when the cost of doing business has been correctly figured, including dealer's salary at a fair rate, interest on investment and depreciation, the business will thrive on a lower rate of profit than 10 per cent. For the profit then taken is the "real stuff." There are no "come-backs" to be figured against it.

Dealers who have been seeking 10 per cent. profit after making a guess at the cost of doing business will make more money at 5 per cent. when the cost of doing business is correctly figured. Many of them would make more money at 2 per cent. profit. Not a few would make more at 1 per cent., for they have been losing money by the other method.

ARTICLES AND BY-LAWS FOR LOCAL CLUBS

OF THE

Interprovincial Retail Implement Dealers' Association

VALUE OF LOCAL CLUBS.

Have you started a Local Club in your district? Don't let the idea be forgotten in the press of spring business, for it is more important than you imagine. The apathy or indifference of some dealers in forming local clubs is a discouraging feature, but most movements for the betterment of conditions, whether for the race as a whole or for special branches of any industry, make slow progress at the outset, and often meet with strenuous opposition. It seems to be a human foible to rather resent anything in the nature of change. People are more inclined to leave well enough alone. But is the implement business as a whole well enough to be left alone? We believe there is very much room for improvement, and we are quite certain that the greatest factor for good is organization. Dealers throughout the country must face this fact squarely if they wish to make their business as successful as it should be and free themselves from many of the annoyances at present existing.

We reproduce herewith the constitution and by laws approved by the Interprovincial Retail Implement Dealers' Association at the last annual meeting, when the Local Club scheme was thoroughly endorsed. The secretary is now in a position to supply members of the Association with copies of the following constitution and by laws in booklet form, also application and receipt forms. It is earnestly requested that dealers who are interested in this matter communicate with the secretary at once.

CONSTITUTION AND BY-LAWS.

We acknowledge the interest and value of the Interprovincial Retail Implement Dealers' Association to the retail implement trade, and yet we realize the need of a more personal community of interest among the Retail Implement and Vehicle Dealers in our own particular territory.

Believing that the intimate associations of a local club will induce a more cordial and friendly feeling among us, thereby avoiding strife and enabling us to be mutually helpful to one another in matters of Credits, Collections, Co-operative Buying and Reduction of Operating Expenses, we have adopted the following Articles for the regulation of our Local, and cordially invite the regular Implement and Vehicle Dealers of this section to join us and participate in the pleasures and benefits of our social organization.

ARTICLE I. Name.

The Club shall be known as Local Centre Club No.—of the Interprovincial Retail Implement Dealers' Association.

ARTICLE II. Objects.

Its objects shall be social enjoyment and entertainment, together with such benefits in a business way as will naturally be brought about by a feeling of fraternity and good fellowship among its members.

ARTICLE III. Protection.

Section 1. One of our first duties will be to stand together and join with other association workers in protecting each other against irregular sales by jobbers,

manufacturers and catalogue houses.

Section 2. Any commissions which may be collected on such irregular sales in our territory shall be turned into the treasury of the Club, and used for entertainment and other expenses for the benefit of all.

ARTICLE IV. Territory.

The territory of this Local Club shall embrace all the towns, villages and hamlets between and including

but dealers in adjoining territory may also be received on the same terms and conditions should they desire to affiliate with us.

ARTICLE V. Restrictions.

No article or by-law shall be adopted which will conflict with those of the Interprovincial Retail Implement Dealers' Association, which is the parent organization of this Club.

ARTICLE VI. Membership.

Section 1. Any person, firm or corporation engaged in selling at retail Agricultural Implements, or Vehicles, maintaining a regular place of business, and carrying on hand at all times a stock of goods reasonably sufficient for the territory where located, shall be considered a regular dealer and eligible to membership in this Club.

Section 2. The membership fee shall be \$5.00 payable in advance, half of which must be forwarded to the Sec.-Treas. of the I.R.I.D.A. This sum shall cover the dues

until the next annual meeting. The annual dues thereafter to be \$5.00 per year, \$2.50 of which shall be forwarded to the Sec.-Treas. of the Inter-provincial Retail Implement Dealers' Association as annual membership fee to that body.

Section 3. Signing the application form, promising a cheerful compliance with these articles and by-laws and the payment of membership fee shall entitle an eligible applicant to full membership unless objection be made to his membership, in which case a majority of votes of members present shall be required to elect.

Section 4. Any member may be expelled by a majority vote, or may withdraw at any time by surrendering his membership card. Also anyone going out of the business which made him eligible shall be considered as withdrawn.

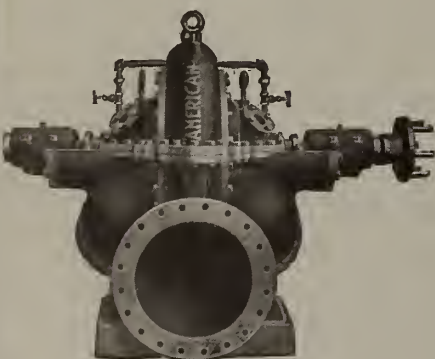
ARTICLE VII.

Officers and their Duties.

Section 1. The affairs of this Club shall be conducted by a President, a Vice-President and a Secretary-treasurer. The Secretary-treasurer shall receive and have charge of all moneys, issue receipts for same, and, upon the authority of the Club or the executive committee, pay all accounts owing by the club. The President, Vice-president and Secretary-treasurer, ex-officio are constituted the executive committee, which shall have and exercise the full authority of the Club in the interval between meetings.

Section 2. The President, by and with the consent of the Club, or of the Executive Committee,

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

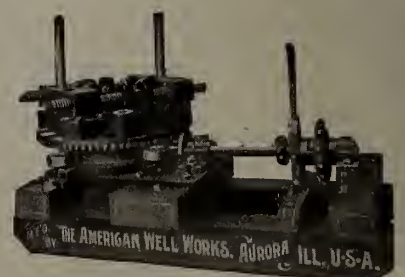
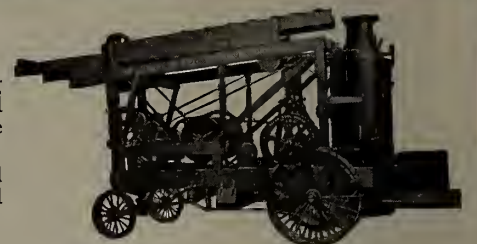
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



shall appoint standing committees of three members each on Entertainment, Grievances, Credits and Collections.

Section 3. The Entertainment Committee, under general direction of the Club or Executive Committee, shall be charged with the duty of planning and providing suitable entertainment, literary or otherwise, for the various meetings of the Club.

Section 4. The Grievance Committee shall be expected to investigate and adjust any difference arising between members of the Club, and anyone continuing to remain a member shall be expected to abide by the decisions of the Grievance Committee, subject, however, to an appeal by either party to the Club or Executive Committee.

Section 5. The Committee on Credits and Collections shall from time to time devise and submit for the approval of the Club, such plans as in their judgment may be for the best interest of the members along this line, and shall perform such other duties as may be assigned them by the Club or the Executive Committee.

Section 6. All officers and standing committees shall hold their office for one year, or until their successors are elected and qualified.

ARTICLE VIII. Meetings.

Section 1. Regular meetings shall be held as the Club may from time to time direct, but special meetings may be held at any time or place on call of the President, or of any two members of the Executive Committee.

Section 2. Any number of members shall constitute a quorum for the transaction of business, except where an expulsion or an appeal is to be considered without previous notice to the members, in which case a majority of the Club members must be present to make such decision binding. Two shall constitute a quorum of the Executive Committee at any time.

ARTICLE IX.

By-Laws and Amendments.

Section 1. The Club or the Executive Committee may enact from time to time such By-Laws as may be found necessary for the carrying out of the provisions of these Articles.

Section 2. The Club Articles or the By-Laws may be amended by a two-thirds vote at any regular meeting or special meeting of the club, provided a majority of the members are present, or that reasonable notice had been given the members of such proposed change.

Order of Business.

- (1) Reading of minutes of last meeting.
- (2) Business arising out of the minutes.
- (3) Reports of officers and executive and business arising therefrom.
- (4) Reports of standing and special committees, and business arising therefrom.
- (5) Communications.
- (6) New business.
- (7) Election of officers.

The officers of the association shall be elected by separate ballot at the annual meeting and shall

hold office for one year or until their successors are elected. The person receiving a majority of the votes cast shall be declared elected and shall be installed at the same meeting.

Farm Power is Crowding the Horse.

"Life on the farm is not what it used to be," declared an aged man the other day as he watched a great tractor engine, struggling over a country road in a Northern State. Trailing behind it were a string of wagons loaded with corn bound for the nearest shipping point. "It was not so many years ago that I was driving a team over this road carrying corn to the same place that traction engine is bound for," he added "These are wonderful times and life on the farm is becoming 'softer' every day. I wish it had been my good fortune to work in a period like this when so much of the back-breaking hand labor has been shifted to the back of the engine."

The foregoing is just a reminder of a wonderful transition that is taking place in the modern history of rural life. In fact, it is more of a revolution than a transition, and life in the country is rapidly becoming as modern and up-to-date as it is in the larger centers of population, says Fred J. Huntley in *The Gleaner*.

As far back as man can recall the most effective power on the farm was a good strong arm. While this qualification is essential it is no longer the real requirement. Most of the hard work is now being thrown onto the engine which has, within the past few years, been so adapted to the needs of the farmer that it is becoming indispensable.

Power in the world is now being utilized for three great needs, tilling the soil, changing the shape of materials and carrying them from place to place. Stephenson harnessed steam and made it carry materials over the first of a globe-circling net-work of steel rails. Fulton adapted it to water transportation and bound the nations together with the threads of a steam driven water commerce. The steam engine has made possible the modern factory, which has lifted our nation from the age of the homespun and taxed to the utmost the producing power of the farmer.

Like the boiling tea kettle with James Watt, the plain kerosene lamp revealed to John A. Secor the secret of turning the cheapest, safest and most abundant liquid fuel known into power for the farm. His invention, the oil pulled tractor, means to agriculture what the steam engine meant to commerce. It represents the coming of mechanical power to replace the animal muscle in the last great

"GALT" STEEL SHINGLES

MEAN A

PERFECT ROOF

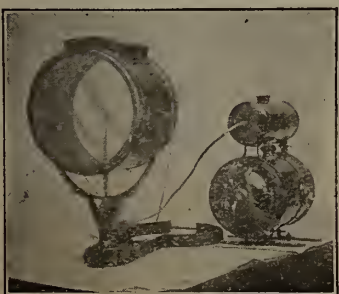
Easily Applied - Cost is Low - Shipment Prompt

A live wire can make good money and many friends selling them.

Write for "Silent Salesman"

H. F. NOBBS 839 HENRY AVENUE
WINNIPEG, MAN.

"The Glare" Acetylene Gas Headlight



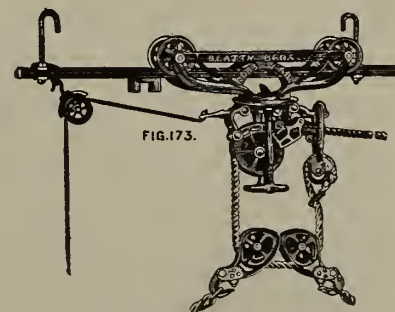
The Acetylene Gas Headlight for Plowing, Threshing, or any other traction use, is one which is, and has a right to be highly appreciated. Acetylene Gas is conceded to be the strongest and most satisfactory gas to use for lighting purposes; in fact it is the only Headlight we know of that gives perfect satisfaction. This light can be attached to any make of engine, either Traction or Gasoline.

They will not shake or blow out. If you have an old oil-burning Headlight, we can furnish attachments to change it into a regular gas light.

The Maytag Company, Ltd. Canadian Agents
WINNIPEG

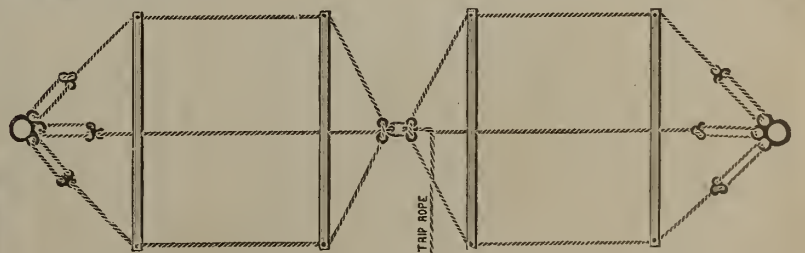
The "B T" Sling Outfit

B T
stands for
Best



B T
stands for
Best

The BT Sling Unloader for steel track is known everywhere as the **STRONGEST AND BEST IN CANADA**. It is built for the heaviest work and has a positive lock and rope grip which are absolutely sure. With it any load of hay or grain can be put in the mow in two or three lifts. **IT SATISFIES THE USER EVERY TIME.**



THE LIFE OF A SLING DEPENDS ON THE QUALITY OF ROPE USED. We are the only firm using Best Manilla in our slings. They are made of the best 1/2-inch soft laid pure Manilla Rope with three ropes running the full length.

HAVE YOU AN AGENCY FOR THIS LINE? If not, write us to-day for prices and exclusive agency.

BEATTY BROS. Brandon, Man.

Head Office and Factory - Fergus, Ont.

task, that of tilling the soil. Low grade kerosene, gasoline and even benzine are now being converted into "pull" for plows, for harrows, drills and harvesters; into turn for the thresher and the dynamo.

It is being proven every day the greatest blessing of the age is mechanical power on the farm. This blessing reaches the city dweller as well as the tiller of the soil, and it is brought about in this way. We are now passing through a period of prosperity and high prices. The demand for everything produced on the farm is so great that it is about all the farmer can do to meet the demands. In many cases he can not even do that. Mechanical power applied to the heavy work on the farm enables larger areas to be handled, and as a consequence the production is increased accordingly. Because the farmer is aided by mechanical power to make the earth yield more abundantly, the city dweller is able to obtain the necessities of life at a less cost than would be the case if all labor was done by animal power. It is seen, therefore, that persons in every walk of life are aided in obtaining the necessities through the invention of farm power machinery that has come to the farmer at a time when there has arisen a much greater demand for products from the earth. Eventually this machinery will supply everywhere the great excess of power needed to

plow more deeply in season, the greatest present obstacle to maximum yields.

It is estimated that at the present time there are in the United States about 15,000,000 horses and mules employed on the farms. It is declared that 10,000,000 more are required to keep up the supply. As prices now rule it is estimated that it costs the enormous sum of \$1,250,000,000 to keep this army of animals in feed. This equals the income of 2,000,000 average families, or \$5,700,000,000 worth of crops produced in the United States in 1909. It is estimated that one acre in five is withheld from supplying the wants of the human race by the use of the horse which has been called the most inefficient motor ever made. It is now being proven by experience that oil burning tractors and other engines for furnishing power on the farm are the most economical for doing work required of them.

It has been shown that the horse on the farm works on an average of less than three hours and fifteen minutes a day. September and October, the fall plowing months, are the busiest days for the horse, which during that time averages in work about six hours per day. May and August, seed time and harvest time, are next. Four months, December to March, inclusive, he averages only forty-six minutes' work per day, just enough to keep in condition.

Feed and attendance during this idle period, therefore, is waste. Teams must be maintained for twelve months in order to be ready for the heavy work of four.

The most progressive farmers throughout the Middle West are now following the example of those on the great fields of the Far West and adopting motor power which, when idle, requires no particular attention and does not consume an ounce of feed. Add to this economical feature of the motor the machine, if given due care, does not deteriorate or grow old, and is always found in proper condition to take hold of the hard work during the spring, summer and fall.

The farm tractor is rapidly becoming the horse that will do all the hard work. It plows and prepares the ground for seeding, it harvests the corn and grain, shells, threshes, separates and cleans the crops for market. It shreds the corn stalks for silage and fodder and helps in building country roads.

There are an enormous number of ways that the moderate priced tractor may be brought into use on the farm. The average weight of a gasoline or oil traction engine should be from five to ten tons. Such a machine as this should develop from fifteen to forty horse power and be relied on at all times to perform the hard work usually performed by the

horse. On a great number of the large farms in Illinois, Iowa, Nebraska, and even in Michigan, where the farms are not so large, the traction engine is being used to good advantage and at a decreased cost over the old horse methods.

A good gasoline traction engine while hauling a gang of eight plows can easily turn over in a day from twenty to twenty-five acres. One of the newest ideas on the great farms of the West is to hitch a harvester and a binder to the traction engine. This method has resulted in a great success. Vast fields of grain are thus handled to advantage and at a less expense than by the use of horses.

During the past year many a large farmer in the Illinois and Indiana corn belt operated with motors. These machines are really great automobiles and pull from six to ten plows at a time. The saving in labor and horses is immense and almost five times as much work may be done with one of the plows as with a team and a double plow working in the old way. The machine plows much deeper than the ordinary horse-drawn plow and larger crops are the result. It seems evident that within a few years there will be all kinds of motor driven machinery on farms in the Middle West.

Everything comes to the man who waits—even the sheriff.

Hailed by Western Farmers as "The greatest invention since the days of the first self-binder."



Gilson Harvester Engine and Attachment

The engine when detached will do all manner of work, such as pumping, wood sawing, feed grinding, running cream separator, etc. About 100 of these Binder Attachments were put out in Western Canada last season and gave entire satisfaction.

Sell at a reasonable price with a good margin for dealers.

Don't overlook the fact that we have a complete line of Gilson air and water cooled engines. Air cooled, 1, 1½ and 2½ h. p. Water cooled, from 1½ to 27 h. p. We also have Portables from 4 to 27 h. p.—best engine on the market for threshing—built especially for the purpose.

The Gilson Engine Harvester Attachment

The attachment is an all steel truck with a Gilson "Goes Like Sixty" 2½ H. P. air cooled engine. The truck fastens to the frame of any standard make harvester. Power from the engine is transmitted through a universal joint movement to the pitman shaft of the harvester. By a friction clutch, pulley power can be thrown in or shut off in an instant.

The engine operates the entire harvester machinery. It cuts the grain and ties the bundles. The team merely draws the weight of the harvester and attachment without the traction of the machinery. One-half to two-thirds the usual number of horses easily do the work.



Gilson Style "G" Portable, 4 to 27 h. p.

Empire Cream Separator Co., of Canada, Ltd.
WINNIPEG, MAN.

DAIRY INDUSTRY IN ENGLAND

Cooperative societies of various kinds are much more common in England than in the United States. Yorkshire has its quota, including combinations to buy farm requirements, as also for collective selling, and in one instance, at least, covering both of these. The most important of these societies from the standpoint of consumers are those organized for handling dairy products.

According to U. S. Consular Reports, the Wensleydale Society in the North Riding, with its chief depot at North Allerton and distributing depots at Leeds, Hull, Scarborough, Newcastle, Darlington, and possibly other places is the largest in Yorkshire. It handles more than 400,000 gallons of milk annually, and its yearly business is approximately \$120,000. It deals in all kinds of dairy products.

The greatest care is exercised in production, manufacture, and distribution. Each farmer is bound by agreement to observe stringent sanitary conditions and to have about his premises only cows which have been certified by the society's inspector as being healthy. Rules are laid down regarding the feeding, milking and general treatment of cattle, and all-round cleanliness is demanded. Each milking can is removed from the cow shed as soon as it has been filled and is taken into a shed for filtration, after which the milk runs over cooling apparatus into 12-gallon cans. After being closed and sealed by the farmer, the large cans are dispatched to a central depot, which has been established alongside the railway station at North Allerton. The farmer is expected to exercise care and energy, which are not always found where a man is under no obligation to an organization, and

he is paid for his trouble by the increased return which he is able to get for his milk.

The central depot of the society is equipped for dealing with the milk, eggs, and other dairy produce of the members on the most modern lines, and the minor products are varied, even the "sour-milk treatment" being catered for. When the milk arrives at the depot it is taken into the bottling department, the seals are broken, the contents are measured and examined, and there is a laboratory in which tests can be made in cases where an analysis may be desirable. The milk is pumped into a large tank in an elevated position and is then filtered through sterilized cotton wool into a large refrigerator, which reduces the temperature to 40 degrees F. The bottles are washed thoroughly before use. While in hot water and soda they are cleaned internally by an electrically driven brush, after which they are rinsed in cold water, dipped into a weak solution of Condyl's fluid, and again washed in water.

Since 1908, when new machinery was installed, a wide-mouthed type of bottle fitted with a wood-pulp disk each time it is sent out has been used and has acted satisfactorily. In order that customers may ascertain at a glance how old the milk is, a label stating "morning" or "evening," as the case might be, is attached to every bottle, a different colored label being used for each day in the week. The society has adopted the tuberculin test, and all the milk now sold by it in bottles is guaranteed to be from cows which have passed the test.

Other purely dairy societies in Yorkshire are the Nidderdale with headquarters at Harrogate, composed of 19 farmers with a subscribed capital of \$1,353, one-half

paid in, which showed a net profit in 1909 of \$1,411. Others are located at Benthams, Ryedale, Sheldale, and Smearton, with more in contemplation.

The great success of these undertakings will encourage others until the time is not far distant when Denmark will have a close rival in England in dairy productions. Denmark, however, will continue to export and England will need all for home consumption and still buy in large quantities from Denmark and other countries, where more people are engaged in agriculture.

The Dairy Cow.

The dairy cow does more than bring financial success to the dairy farmer. She makes him a better citizen than he would otherwise be. Her influence upon home conditions is a most pleasing contribution to those factors which are responsible for the changed conditions which prevail in the farm homes of to-day. Thousands of these homes are now characterized by comfort and happiness, where formerly they were blighted by drudgery and unhappiness.

Better financial conditions have contributed to this change, and the dairy cow has been in no small measure responsible. She has contributed in still another way. The dairy cow teaches kindness. Her owner soon learns that only by treating her kindly can he secure the highest possible returns from her and she responds quickly to kind words and proper care. Her disposition is one that the human family might well emulate. She is patient and long-suffering, acquiescing mutely in the arrangements made by her owner for carrying on the dairy business, striving at all times to repay him for every effort made for her care and comfort.

The members of the family, as they come in contact with her and her kindly disposition are influenced for good. As they appreciate the financial benefit to come from caring for her well they take a deeper interest in her. In doing so they unconsciously cultivate those qualities which make them better citizens.

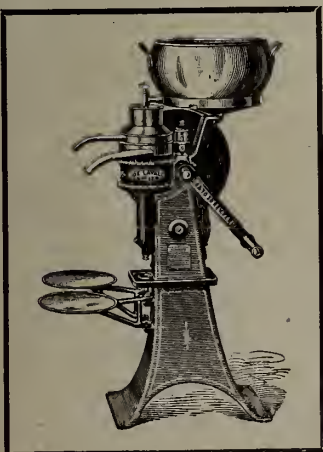
The dairy cow — the prototype of man's best friend—is wielding a greater influence than she is generally credited with. She has always been found in the front ranks in the march of civilization and no agricultural country can long prosper without her. She is a potent factor in the upbuilding of such a country, financially and socially, and a wise people will appreciate her and encourage the industry of which she is the foundation.—The National Dairy Union.

Market Gardens on a Big Scale.

It is reported that English and Scotch capital in Toronto is buying between \$2,000,000 and \$3,000,000 worth of farming lands close to Toronto with a view to bringing immigrants from Great Britain for the purpose of developing market gardening. The property will be divided into farms of 10 to 50 acres, and the farms will be sold or rented to the immigrants as they may prefer. A good electric car service will be put through the district and a first-class storage system will also be inaugurated.

There are 12,000 square miles of peat bogs in Ontario and Manitoba, enough to supply 5,306,076 families with fuel equal to 10 tons of good coal each for 100 years. In 1909 Canada imported nearly 10,000,000 tons of coal, worth \$26,831,859, which sum the newspaper thinks might be kept at home if peat were used.

NAIL UP A DE LAVAL SIGN ABOVE YOUR DOOR



AGENCY APPLICATIONS
CORDIALLY INVITED

There is CREDIT in handling the De Laval. The De Laval is everywhere known as a high-grade machine. The De Laval selling agency attracts the best agents, and the fact that a dealer holds the De Laval contract is a matter of pride for himself and esteem from his associates.

There is SATISFACTION in selling De Laval. The De Laval agent makes a friend of the purchaser of every machine he sells. He knows that every De Laval he puts out will give the user satisfaction, help sell other De Laval in the neighborhood, and enhance his reputation as a distributor of reliable and dependable merchandise.

There is PROFIT in selling De Laval cream separators, more profit than in handling any other make. In the first place, on account of the great popularity of the machine, the liberal and continuous advertising of its makers, and the splendid service it gives, it commands a much greater sale. In the second place, the retail price is protected and the dealer makes a reasonable profit on every machine.

Hundreds and hundreds of De Laval agents are selling from 50 to 200 machines yearly. If we are not represented in your locality, better write us at once.

The De Laval Separator Company
Montreal Winnipeg Vancouver

For a United Canada.

Hon. Frank Oliver, speaking before the Canadian Club at Montreal on "The Place of the Northwest in Canada" said:

"We are occupying a country, if not as large as Europe, at least as large as western Europe, which is from many standpoints the civilized world of to-day, which holds the world in the hollow of its hand, and we have in Canada a population as large as that of the smallest nation in Europe. This is an age of combinations, of mergers, of vast aggregations of capital. The day of the small country is gone. Prince Edward Island and the Maritime Provinces would not like to be a separate country, as they once did, and the prairie provinces do not want to be a separate nationality. We realize the necessity of building up a united Canada. It is by recognizing to the full the rights and interests of all sections of the community that we can expect to achieve the ultimate destiny of what we hope to be: one of the greatest countries in the world, a leader in civilization, and everything that makes for civilization in the British Empire."

Speaking further, he said in 1910 52,000 persons made homestead preemption or scrip entry

for 11,500,000 acres of land, which called for the cultivation of 2,500,000 acres of land as a condition of their acquiring title. In the previous year 40,000 persons took up 9,000,000 acres under the same conditions. In 1895 there were only 2,300 entries, in 1905 34,000.

I.H.C. Man makes a Change.

The implement ranks in Alberta regret very much to lose one of their members in the person of Mr. John Malcolm, who for the past ten years has been blockman for International Harvester Company of America, Calgary, with his headquarters at Red Deer.

Mr. Malcolm is one of the oldest men in the implement business in Alberta, having started here in the pioneering days.

He has now resigned and is going into real estate business at Red Deer in company with Mr. Fred J. Carscallen, who has also been a member of the implement fraternity and employed with the Cockshutt Plow Company. The new firm will be known as Malcolm & Carscallen, and they will be glad to have any of the knights of the grip call around and see

them, or communicate with them when they have anything to invest or want to get in on the ground floor in the enormous development that is taking place in Alberta now.

Mr. Malcolm's numerous friends, both in the implement business and outside of it, will wish the new firm unbounded success.

Emerson - Brantingham Company's New Catalogue.

This firm is at present mailing to their customers their 59th Annual Catalogue in which the well-known "Emerson Foot Lift Line" is fully described. It is a handsome piece of advertising matter and shows evidence of the success their farm machinery is meeting with among the trade.

The extensive line made by this firm is thoroughly and effectively described and illustrated, and the reproductions in color of some of the implements are justly worth special attention.

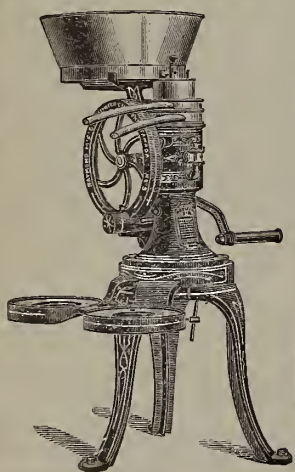
It comes with a tasteful and artistic cover, and on the whole does full justice to the progressiveness of this firm, and shows the efforts made by them to hold the prominent place they are en-

joying in the agricultural implement trade.

One of the features of this new catalogue is an illustrated description of the new Emerson Plant, and one cannot fail to realize that the manufacturing facilities of this firm are all that could be desired. The Tudhope-Anderson Co. handle this company's line in Western Canada, and dealers interested should write them for a catalogue.

Modern Implements.

The past fifty years have seen nothing more remarkable than the progress made in improving farm machinery. On the North American continent, where vast areas of land have been brought under cultivation, the advancement of agricultural methods is building up two great nations, and this has become possible through the use of implements, such as the modern plow, self binder, etc. It is a recognised fact that the development of a nation keeps pace with its progress in agriculture, and industrial pursuits would have suffered severely on this continent, were it not for the great improvements in farm machinery. Many thousands more men, perhaps millions, would be necessary to



GET THE AGENCY FOR THE RAYMOND LINE, You will never regret it

National Cream Separators

Only need a simple demonstration to sell them. Their reputation makes them half sold, and **they never come back**. Have all the desirable features such as great capacity, durability, close skimming, easy running and easy to clean.

The National Stays Sold

Raymond Sewing Machines

Have been in the front rank for two generations. The lady of the house has nothing but praise for the **RAYMOND**, and dealers make sales easily—because every machine sold is a convincing advertisement for others—satisfied customers and good profits

For Raymond Agents

RAYMOND MANUFACTURING CO. LTD. 80-82 Lombard Street, Winnipeg

Hero Grain Separators

**SOLD ONLY THROUGH
THE TRADE**

Hero White Cloud Washing Machines



A Grain Separator without an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

Send in your Order NOW, for PROMPT DELIVERY

HERO MANUFACTURING CO. LTD., Winnipeg

produce the crops of the present time, supposing that the old, laborious methods were now in vogue, and the factories and mills of commerce would consequently be unable to operate at their proper capacity. Civilization, therefore, has received a great impetus from labor saving machinery, but there is still greater progress ahead. Fifty years from now our present methods of farming will seem as primitive to the people who will then be engaged in agriculture as the methods employed 50 years ago now seem to us, says the Farmer's Tribune. The farmer of to-day, in spite of all his excellent machinery, is still handicapped for lack of power. Horses are scarce and high priced and man labor is well nigh impossible to secure. Were it not for lack of labor, our acres would produce more corn, more grain of all kinds, more hay and forage, and as a consequence beef, pork and mutton would be more plentiful.

For years the march from the farm to the city has been a constant one, and there is nothing to indicate that there will be any considerable let-up in the rapid city-building that has resulted. That the tendency toward still greater and more pronounced labor scarcity on the farm will continue seems inevitable. What will the farmer do to overcome it? There is only one thing that he can do and that consists in mak-

ing still greater use of machinery. The modern inventor will find room for every ounce of genius he can command. That he will be equal to the demand, we have no doubt. Necessity being the mother of invention, as demands upon his skill increase, he will rise to the occasion. One of the big factors in the future farm progress will undoubtedly be a development of economical mechanical power for operating the machinery we now have. We need to plow our land deeper; we need to stir the soil more; and we need to be able to do it in a shorter time than is now possible.

Traction power for plowing and doing all kinds of work on small as well as on large farms will be one of the important improvements of the future. It is already being used largely in Western Canada, but when it can be economically used on comparatively small farms and electricity can be applied another agricultural era will have dawned. When that time comes, our present tillage methods will compare with those that will then be employed as they now compare with those of the ancient Egyptian who toiled two thousand years ago. The interest which farmers manifested in the traction power plowing exhibitions held at the various fairs last summer showed how eagerly they are watching for improvements in this line, and they are

ready to invest in power farm machinery as soon as they can safely do so. The traction plow will have no prejudices to overcome such as the reaper and the railroad had to fight against.

International Commission on Control of Bovine Tuberculosis.

It seems advisable to keep the public informed in a general way concerning the work of this Commission.

At a meeting held in Buffalo on February 27th it was decided that the first task would be the preparation of material for a small pamphlet on the subject of bovine tuberculosis. This pamphlet is to be very simply and plainly worded, for the general public, especially stock owners. It is to embody a full statement of available information on the subject, so far as it concerns the stock owner in a practical way, and so far as such information is accepted by the Commission.

This primer will probably be published in very large editions in the United States and Canada, and be given very wide distribution by the Canadian and United States governments and by our several states in this country.

The Committee entrusted with the responsibility of preparing this pamphlet consists of Dr. V.

A. Moore, Cornell University; Dr. J. R. Mohler, Federal Bureau of Animal Industry; Mr. J. J. Ferguson, representing American packers; Dr. Reynolds, Minnesota, representing American veterinarians in state work; Dr. F. Torrance, Winnipeg, Manitoba, representing Canadian veterinarians.

The next meeting of this Commission will be held at Toronto late in August.

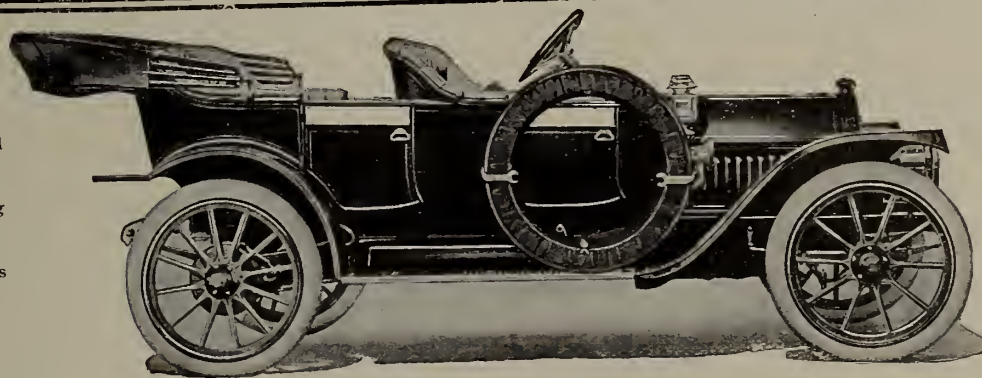
Solidified Gasoline for Automobiles.

A chemist of Birmingham, Eng., according to reports sent by the United States consul in that city, has invented a means of converting gasoline into a stiff, white jelly, in which condition it can be used as fuel for automobiles. The conversion is effected by adding $1\frac{3}{4}$ per cent. of soapstone and alcohol.

The inventor claims an economy of 30 per cent. for the jelly as compared to gasoline in its natural state, also that more solidified gasoline than liquid gasoline can be carried in the same space. A block or cube of solidified gasoline, when being vaporized either in a hot pipe or in the ordinary way, does not cause liquefaction of the mass, the heat simply causing a slow formation of vapor which is consumed in the engine.

Standard Equipment

- 1 Extra Tire complete with Tube and Waterproof Cover
- Brass Tire Holders
- Bosch High Tension Magneto
- Shock Absorbers fitted to each spring
- Gasoline Sight Gauge on Dash
- Brass Foot and Robe Rails
- 2 Side Oil Lamps, 1 Oil Tail Lamp
- 2 Extra Large Gray & Davis Gas Lamps with Generators
- Large Flexible Tube Horn



THE "EVERITT" FORE DOOR 1911 MODEL

Specifications

- CYLINDERS—Four en bloc. 4-inch bore $4\frac{1}{4}$ -inch stroke.
- IGNITION—Bosch High Tension
- CARBURETOR—Especially designed to suit the "EVERITT"
- LUBRICATION—Vacuum constant level splash system
- TRANSMISSION—Sliding Gear Selective. 3 speeds forward and reverse
- CLUTCH—Cone, leather faced
- COOLING—Honey Comb Radiator
- WHEELS—34 by $3\frac{1}{2}$ inches. Artillery type.
- WHEEL BASE—110 in.
- SPRINGS—(Front) Semi Elliptic. (Rear) Full Elliptic

Simplicity — Reliability — Comfort — Beauty — Price

Large roomy bodies, well finished in No. 1 hand buffed leather. Double drop frame. Bosch ignition. Long stroke motor. Low centre of gravity. Light weight. Big tire allowance. Honeycomb radiator. Large wheels. Nickel steel gears.

REMEMBER that every mechanical part is absolutely interchangeable—made to jig—of the best stock that money can buy.

The **EVERITT FACTORY** in Orillia, Ont., is splendidly equipped for the manufacture of every **DETAILED** part of the Car, and we have now in full operation, for instance, our own great gangs of **MULTIPLE DRILLS**, giant **SHAPERS** and **PLANERS**, **GLEASON GEAR CUTTERS**. Brown & Sharpe Automatic **SCREW MACHINES**, **INGERSOLL MULTIPLE MILLERS**, **BORING** and **GRINDING** machines.

These facts make it possible to manufacture, **not assemble**, these Cars in Canada for exactly the same price as sold for in the United States. We are fast closing up our territory for 1911 and still have a few more good agencies left, particulars of which we will gladly furnish upon application.

Two Year Guarantee given with each Car.

Tudhope Anderson & Co., Ltd.

Winnipeg

Regina

Saskatoon

Calgary

ADVANTAGES OF GRAIN DRILLS

Every dealer should have at his command a line of selling talk on the various implements which constitute his stock. It is especially important to keep in mind the advantages of the particular machines for which the demand does not last long, such as grain drills. The modern grain drill is a very important tool on the farm, and has passed through a long evolution, dating back, if Chinese claims are reliable, three or four thousand years, when the primitive plow was fitted with a kind of hopper, from which the seed was led to the heel of the plow and drilled in. Seeding by hand was the universal method, however, up to the middle of the last century. Seed was generally sown broadcast and covered with the harrow, but sometimes dropped by hand and covered with the hoe. In 1731 Jethro Tull began to advocate the system of drilling in rows and cultivating and he designed a machine which would drill three rows at a time. The first patent in America was granted to Eliakim Spooner in 1799 and many others followed, using various methods to distribute the seed. The first drills were provided with hoes, but later a shoe was adopted, and afterwards came the single disc furrow opener, while at the present time many of the drill manufacturers make double disc drills.

There is no doubt that the modern drill enables the farmer to raise more grain per acre, with less seed; to do the work more quickly and obtain a better quality of grain. One of the great advantages of the drill over broadcasting is the even covering of the seed. In broadcasting there is certain to be a proportion of the

seed which is not covered by the harrow and in consequence fails to germinate.

On the other hand the drill plants the seed evenly, at a uniform depth, and therefore practically every seed germinates and comes up at the same time, insuring a good stand of grain if other conditions are favorable. A writer in the Journal of Agriculture says:

In some sections it is necessary to use a press drill and bring some pressure to bear upon the loose soil; in other sections this is not the case, and the seeds are all right with the soil left without being pressed.

The uniform growth tends to uniformity in ripening, so that when a field is ripe, it is ripe all over. There are no green heads in the sheaves, and hence a better quality of grain is secured.

Several more bushels of oats per acre can be grown when the seed is drilled than when sown broadcast. My experience of a number of years has fully satisfied my mind on this point.

It is an invitation to failure to broadcast winter wheat. There are, however, some exceedingly favorable seasons when good crops of wheat are grown, when the seed is thus sown, but I am safe in saying that in these same years better crops would have been grown by the use of the drill, while in poor years the drill often makes all the difference between success and failure.

The drill also gives an opportunity, where one wishes to sow rape after the oats are up, to give sufficient covering to insure germination without injuring the oats in the least. Then again, the grain

drill can be used to sow, not merely the ordinary grains, such as wheat, oats, rye and barley, but beans, peas, sorghum and fodder corn.

When it comes to reseeded blue grass or timothy sowed with clover for the purpose of feeding soil with nitrogen and to increase the amount of grass, nothing will serve the purpose better than some of the disc drills.

I do not wish to be understood as saying that any one drill is equally adapted to all sections of the country. On the other hand, there are conditions in which shoe drills are preferable.

I believe that in dry sections of the country the shoe drill will insure better germination of the seed than the disk drill, for the reason that from the very nature of its construction it puts the grain in closer connection with the firm moist soil below; and, if a press drill will act as a roller for the loose dirt that falls in, and thus makes germination absolutely certain if the seed is germinable and there is any reasonable amount of moisture in the soil.

My experience is that a good grain drill is a paying investment, and will pay for itself in a very short time in the saving of seed, and in the better quality and increase of grain produced by its use.

In conclusion, the farmer should be urged to protect the drill from the weather. There are about 11 months of the year when it will not be in use, hence the great importance of keeping it housed when not in use. When night comes he has to go to the house anyway, can throw it out of gear, and drive it to the shed to unhitch. There it is in the dry, rain cannot harm it, and its life is doubled.

Brandon

The new Hotel Cecil was formally opened on the 1st day of March with a banquet given by the proprietor, Harry Johnston, to which about 100 guests were invited. The hotel is in every way strictly up-to-date, and will be a great boon to the travelling public.

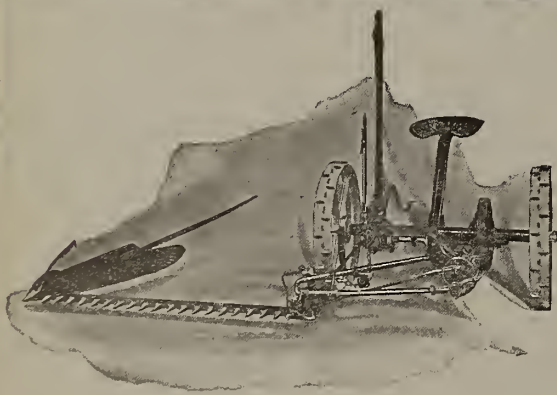
The Orange Grand Lodge held their meetings this year in Brandon, and there was a very large attendance of Orangemen, every Lodge in the West being represented.

Brandon is becoming very popular for annual meetings of different kinds, but hotel accommodation is found to be inadequate on occasions of this kind, but the large Canadian Northern hotel with its 100 rooms or more will tend to remedy this and make Brandon more popular than ever for these functions.

With the outlook for an unprecedented boom in building here this year, there is great fear that the supply of men in the building trades will fall far short of the demand. The bricklayers and masons available at present make only a small fraction of the number required once the building season opens, and the indications are that it will open up early.

Already tenders have been accepted for the new reinforced concrete public school to cost over \$40,000; also new Presbyterian manse to cost \$10,000; new fire hall, \$30,000; the Burchill Block; Asylum, and C.N.Ry. hotel; and many other large buildings in prospect.

The Manitoba Winter Fair was opened on Saturday, March 11th, with a record list of entries in all departments. The Grain exhibit



The Noxon No. 3 Mower

The Noxon Mower

Vertical Lift
Deflected Cut

Automatic Gear Shifter
Wood or Steel Pitman
Roller and Bronze Bearings

The Most Compact,
Durable and Service-
able Machine Made

WESTERN AGENTS

The Tudhope Anderson Co.

LIMITED

Winnipeg Regina Saskatoon Calgary



The Noxon No. 3 Mower

was a great feature of the show, also the poultry department, which greatly exceeded that of any previous years. These two exhibits were held in the Armory, which was all that could be desired for the purpose, and, being situated near the center of the city, drew large crowds of visitors during the whole week. The horse exhibit was, if anything, ahead of last year, some of the finest animals in the country being on exhibition. The Clydesdales were very much in evidence, the general expression being that no stronger classes have ever been gathered together in the West. The Percherons, Belgians and Shires also showed great improvement in quantity and quality, and attracted very much attention. The cattle exhibit was not as well represented as last year, but the quality was all that could be desired. Sheep and swine, while not large in numbers, showed improvement over former years.

At a meeting of the Winter Fair the following gentlemen were elected officers for 1911:—J. D. McGregor, President; Andrew Graham, Pomeroy; Mr. J. Small, Secy.-Treas.; Executive, John Graham, John Scarth, A. C. McPhail, A. J. McKay, Wm Anderson.

Among the visitors to Brandon during Fair week was Alderman Gray, of Winnipeg, president of the Manitoba Auctioneers' As-

sociation and Chairman of the Fire Committee, Winnipeg Council. This was Mr. Gray's first visit to our city and the general appearance of the city was the biggest surprise he has had for some time. He had always heard that Brandon was a busy town, but the volume of business now being done greatly exceeded his expectations.

Prof. Featherstonehaugh has been making an inspection of the electric wiring of the city. He was accompanied by J. H. Skead, the Underwriters' expert, Fire Chief Melhuish and W. E. Cope, of the Brandon Electric Light Co. It is generally understood that the conditions are very much better than might be supposed from reports to the Company. It is the intention of the City Council on receipt of the Professor's report to at once take steps to have any necessary improvements made.

The population of Brandon, according to the City Assessor's report, totals to 13,135, being an increase of 365—or one a day for the last year.

W. M. McPhail, general manager of Bitulithic and Contracting Ltd., Winnipeg, was a visitor to our city. Mr. McPhail's company has been handling very large contracts for paving, and his visit here was in connection with the paving, which, it is expected, will be done this year. With nicely paved streets Mr. McPhail

says Brandon will be one of the prettiest little cities in the West.

At a special meeting of the City Council the question of a street railway and street paving were discussed at length. A provisional plan of the street railway, prepared by the City Engineer, was taken up, and after considerable discussion and some changes made, was adopted. It was decided to submit a by law to the ratepayers, asking for \$300,000, for the construction of the road. The plan provides for a belt line from 9th Street on Rosser Ave. to 1st Street, along 1st Street to Victoria Avenue, along Victoria Avenue to 6th Street, south on 6th to Brandon Avenue, which runs to the north side of the summer fair grounds, along Brandon Avenue to 18th Street, north to Rosser Avenue back to 9th Street, making a total of 9 miles and a double line is provided for on Rosser Avenue. About one mile of street paving at a cost of \$80,000.

There are further indications of the rapid increase in property values on the streets here in the sale of 25-ft. frontage of 10th St., just south of Rosser Ave., for \$500 per foot. The property has been occupied by the Singer Sewing Machine Co. for some years. The location is a fairly good one, but such property was rated at about \$250 to \$300 per foot, and this

sale is taken to mean that 9th and 10th Streets will quickly become live business streets.

There is a very brisk demand for horses in this market, and many sales of very fine Clydesdales, Percherons and general purpose animals are being made.

J. D. McGregor, the well-known breeder of Aberdeen Angus Cattle, made a big showing at Regina Winter Fair, winning the Grand Championship and almost every other prize for the breed of cattle.

The city officials are discussing the advisability of making a tax for fire protection. The proposal is to make a frontage tax on a plan that would result in the bulk of the revenue coming from vacant property situated along the water mains. It was suggested to reduce the price to water consumers from 4 cents per 1000 gallons to 32 cents, and make an additional discount of 10 per cent. for prompt payment.

The following implement dealers were visitors to the city during Winter Fair Week:—D. S. Carnahan, of Carnahan & McKnight, Virden; Geo. McDonald, Boissevain; Sanford Kelly of Merrill & Kelly, Souris; W. Kilkenny of Kilkenny Bros. Brookdale; R. A. Cox, Beresford; J. McDonald, of Jackson & McDonald, Griswold; W. E. Bond, Kenton; A. E. Stewart, Oaklake; D. Caradice, Elkhorn;

Do You Know Our Complete Line?

Steam Engines: Simple Cylinders in 22 and 25 h.p.—Compound in 27, 30 and 32 h.p.

"Ohio" Gas Tractors: in 20, 30, 45 and 70 brake h.p.

"British Colonial" or Marshall Gas Tractors in 35 and 70 Brake h.p.

"Great West" Separators for steam power, in seven sizes :

"Daisy" Separators for steam power in two sizes—especially adapted for Gasoline Power.

"Eclipse" Separators for Horse Power. Specially suited for farmers' own use and may be run with a 10 to 12 h.p. gasoline engine.

Road Making Machinery: The Sawyer-Massey Reversible Road Graders and Small Two Horse "Junior" Grader and Leveller.

Rooting and Grading Plows—Complete Rock-Crushing Outfits

We are in a position to completely cover your requirements in every detail of Plowing, Threshing and Road-Making Machinery and Equipment.

Agency terms and the fullest information will be furnished promptly on receipt of your request.

Sawyer-Massey Co., Ltd.

HAMILTON

The Largest Engine and Thresher Works in Canada

WINNIPEG

R. H. Small, Brookdale; J. Devine, Abernethy; W. Blyth, Esterhazy; Walter Rogers, W. Chisholm, Bradwardine; P. B. Barager, Arcola; John Cusack, Manor.

Agar & McKella, of Brandon, have formed a partnership and are handling the Deering goods for the International Harvester Co. They are doing business in the stand on 12th Street, recently vacated by the Cockshut Plow Co.

Advices from the surrounding districts state that farmers are all ready for seeding, and if the fine weather continues will commence at an early date.

The immense quantity of snow which caused fear of floods has disappeared into the land which needed all the moisture obtainable. The land has never been in better condition, and the spring outlook is first-class.

So far there has been no rush for machinery and the prospects are that the drill and plow sales will be very light.

Handsome Catalogue.

The American Abell Engine & Thresher Co. have just issued a fine catalogue of their engines, threshing machines and threshers' accessories. Forty-eight pages bound in a handsomely embossed cover make up the book, and the half-tone illustrations of their "Cock o' the North" engines are especially fine. The catalogue is profusely illustrated throughout, and dealers interested would do well to write the company for a copy. The company have branches at Toronto, Winnipeg, Regina, Calgary and Edmonton.

A FARMER ON THE GASOLINE ENGINE

Dealers in some sections experience difficulty in closing sales of gasoline engines because prospective buyers are not easily convinced as to the manifold advantages of these time and labor savers. Some farmers also doubt their ability to properly operate and care for an engine, but their number is rapidly decreasing. A farmer writes to Gas Power as follows:

"I am sure no other class of people are getting the help the farmer is from the gasoline engine, for the simple reason that it is so eminently fit for our use. The simplicity of its principles, the absence of intricate and puzzling features in the make-up of a well-made gasoline engine is its greatest recommend to the user whose mechanical education has been neglected. As a rule the farmer gives his engine the best of care, or, as is often the case, one or more of his boys do, if he has them. Generally speaking, boys love engines and I believe a gasoline engine has more fascination for a boy than a steam engine, possibly because it is easier understood; anyway it is a fact that all boys I know are interested in gasoline engines and this interest extends to most men of my acquaintance. One of our neighbors who owns a heavy traction steam engine, also a light pumping gas engine, has built a neat and comfortable little house for the gas engine with a stove and chair in it, and in the winter he spends considerable time there for the pleasure of seeing the en-

gine work, and as he says: 'Hearing the little thing bark.'

"Farmers not only have a liking for a gas engine, but they rapidly develop an ability to care for it and care for it right, after getting one in their possession. In proof of this, let me say we, to a certain extent, have the oversight of about twenty engines owned by farmers, which have been running from a few weeks up to ten years, and the expense of repairs in the last two years, of course, not counting batteries, cells or magneto repairs, will not exceed \$3, excepting ourselves, as one year ago last fall we had an accident which was quite expensive, and it happened in this manner: In the husking season one morning before we were ready to go to work, one of the boys on the farm started the engine to see it go, and as it was running light, he thought to make it work a little, so picked up a piece of scantling and placing the end under one of the balance wheels and lifted up, when quick as a flash the stick went out of his hands and was drawn between the bottom of the balance wheel and iron base of the engine, and then there was something doing. It broke the crank shaft and its boxes, the gear inside the crank case, and some other things, in fact, about everything went out of commission, except the oil can; but it happened early enough that we were able to catch the morning train to the factory and at night our repairs were on the ground, and at 10 a.m. next day we were husking and everything running as smoothly as ever.

"The average farmer has a faculty or he rapidly develops one after becoming the owner of a gasoline engine, of inventing helping devices for his work. One of our friends has as complete a grist mill as can be found, with several lines of shafting, elevators in which the grain is elevated from sheller and mixer into hopper, and the ground grain is elevated into bags or bins as he wishes. At threshing time he empties his grain into a hopper handy to get to and the engine distributes it to the bins by elevators and spouts. Others have a less elaborate, also less expensive grinding plant and yet not far behind in handiness: A farmer's individual grinding plant, I mean for his own grinding alone, need not be very expensive and yet be good. To illustrate, one farmer we know of spent \$40 for pulleys, hangers and shafting for a light engine plant for a separator and washing machine, while another with about the same work to do cost about \$12. Our elevator for grinder was taken from a bagger elevator on a threshing machine, and we want nothing better, and it cost us nothing. One farmer who has a 5

horse power gas engine has a regular machinist's outfit, which includes both iron and wood lathes, a forge, power drill, cut-off and rip saws, and other machines. He is a genius, he can build almost anything in either iron or wood.

"Farmers generally have experienced a radical change in their estimate of the utility and dependability of the gas engine in the last few years. I recollect asking a friend, a large farmer, several years ago, who needed an engine badly, why he did not put in a engine to help him out. His reply was: 'Because I don't know enough to run it.' 'Why,' I said, 'you can turn a grindstone, can't you?' He said 'Yes, but what would I do with an engine when it got to bucking?' This man was at our farm last week looking up our machines and engines with a view to installing something similar. After this, our second year of using a hoist to put hay into the barn, at least a hundred tons this year, we are more than ever convinced of its value as a labor saver. We have made a change in our pumping plan and arranged it so the light engine that runs the separator can do the pumping also. We have taken down our wind mill and stand it above the tool shed as in the last year we have not used it enough to pay for oiling it."

Electric Plowing in Mexico.

Experiments are being made on a large plantation near Mexico City on the possibilities of plowing, cultivating, etc., by electric power. The system used is almost identical with the cable plow as used in European countries, except that an electric motor supplies the necessary power instead of a steam engine at each side of the field. In the demonstration mentioned above a 70 h.p. motor wagon was supplied with the electric current from the transmission line of the Mexican Light & Power Co. An endless cable running on winding drums hauled a tilt plow back and forth on the field. An anchor wagon was used on the opposite side of the field to lead the cable, and advanced automatically, together with the motor wagon, for every new set of furrows. The tilt plow used has six shares at each end of the frame, one set being in the ground while the others are idle. At the ends, the operator has only to release the working shares and tilt the frame of the plow so as to engage the other shares, thus obviating the difficulty of turning. The cost of operating this outfit is said to be much less than where horses or mules are employed, but at present comparison with steam or gasoline tractors is not available. The number of electric power companies in this country would, however, seem to indicate that this motive power may be the most satisfactory obtainable.

The Leader Fence Gives Lasting Service

BECAUSE it is built right—every inch, from the ground up. Built of hard steel wire with the LEADER double grip lock. Look at the illustration. A mighty strong double grip lock and galvanized according to our own specifications. It is built to withstand the severe extremes of the Canadian climate. It is built as solid as a wire fence could be and is the cheapest in the long run. You cannot get more value for your money. If you pay less than the LEADER price you certainly don't get anything like LEADER quality.

We manufacture many designs of LEADER woven fence both in heavy, standard heavy and medium weight.

We also manufacture the old reliable Anchor field erected fence, coiled spring wire, lawn fencing and gates, etc.

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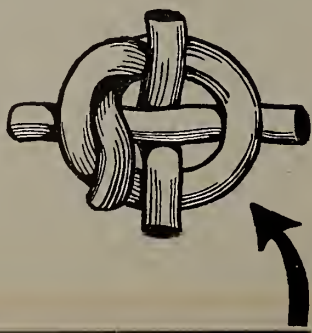
ANCHOR FENCE Co.

—LIMITED—

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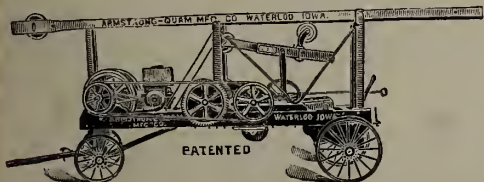


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As an economical factor on the farm, the "Flour City" Gasoline Tractor has come to stay. It is always ready to put on any kind of work, and is cheaper than horses or steam. It will do more plowing in a day than thirty horses.

The "Flour City" is considered the best designed, best built, strongest and most economical tractor on the market today.

It is of the four cylinder type, which admits of a lighter construction. The "Flour City" gives the maximum power with the minimum weight. It does not pack the ground so hard, and will pass over soft places where others cannot

The "Flour City" twice won the Gold Medal at Winnipeg, and the following letter is more evidence of its superiority:—

KINNARD-HAINES CO.,
Minneapolis, Minn.

GENTLEMEN,—
Yours of recent date inquiring how we like our 30-H.P. "FLOUR CITY" is at hand. Will say we have had very good success with it and feel well satisfied with the work done, as this has been a very dry year and breaking has been very hard.

We seeded to crop in the Spring 1900 acres of grain; did 500 acres of breaking, pulling 5 14-inch Cockshutt plows and a packer. We also singled and disced 1870 acres pulling five discs.

As to fuel consumption, we kept no very accurate account of same; however, we used some thing like 200 to 225 gallons for 100 acres breaking and packing.

We have done no threshing yet with the engine but expect to next year.

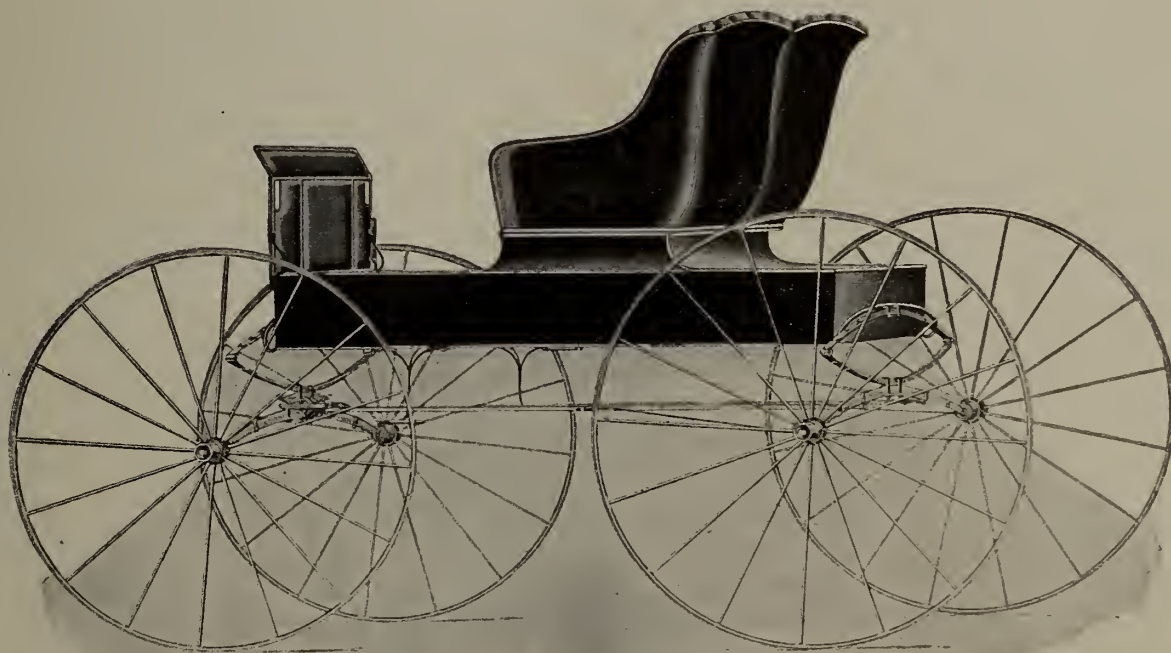
Yours respectfully,
B. H. STELLE,
Langdon, Alta, Dec. 1st, 1910

KINNARD-HAINES CO. **Minneapolis, Minn.**
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No. 220 Twin Auto Seat Driving Wagon

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and
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The Buggy season will soon be at fever heat. Have you enough vehicles to take care of your trade? IF NOT—WHY NOT?

Canadian Moline Plow Co., Winnipeg

Branches at: **CALGARY - REGINA**

Are You Getting Your Share ?

Many retail dealers are doing a good trade, making a living, and a little more, but how to get more business is a problem that bothers a good many of them. Just as they are making some headway and their district is being nicely settled up, along comes another implement man; perhaps two more and then look out for a grouch from the pioneer dealer. He thinks he is up against the real thing, and we honestly believe that the jealousy he feels of his competitor has in very many cases actually taken the bread from his mouth and led to his failure. The solution of the problem is usually easy enough; more activity, more real hard work to maintain the prestige already his, with this the business will continue to come his way. A little diplomacy may be needed, an amicable understanding with his competitors will be absolutely essential if all are to prosper, as they should, but this is a mere detail.

At the rate which new territory in Western Canada is filling up, especially in certain districts there is no reason for dealers crowding. This country will provide a living for as many implement dealers as there are men who want to enter the ranks and can successfully conduct an implement business. The only difficulty is the matter of distribution. Crowding does not pay. In his own interest the new man should either search for a new settlement, or buy out an established business. No two men, however, are alike in business ability, or indeed in any other characteristic, consequently, of any two merchants doing business under equal conditions, one is sure to come out ahead to a greater or less degree. What difference there is in the prosperity of two dealers under similar circumstances, will depend almost entirely on their personal qualities. It is the man himself who makes a business what it is, rather than the fact of a certain demand for the goods he carries. The obvious moral is that increased competition should bring out increased energy. Honest methods, fair prices and reliable goods will do the rest, and such a combination is certain of reward.

Character as an Asset.

A. L. Shapleigh, during the recent convention at Des Moines, addressed the dealers on Credits. Mr. Shapleigh, in answer to the question "What is the most important factor that one must possess in order to obtain credit?" said:

"The greatest asset any man can possess is the asset of good

character and undoubted honesty, together with diligence and ability. With these qualities and a small amount of money he can always obtain credit which should be adequate for his needs, for such a man would not ask more credit than he would justly be entitled to. Without character, but with more money, another man would not fare nearly as well."

Character, then, is just as essential to the business man as it is to the moralist. Here we have the head of a large business concern who confirms this opinion. Some may say that many dishonest business men are successful, but we answer that they are successful in spite of their bad character rather than because of it.

Every dealer can draw his moral from these statements, and all would do well to remember that as long as they are respected, known as truthful and "square", trade will come to them naturally from the better classes of the community.

An Evil which could be Remedied.

One of our dealer friends who dropped in for a chat last month to discuss the local club idea is very much in sympathy with such movements, but in his own district there are one or two men whom he believes will not at present join any organization. However, he has not lost hope, and believes an outside organizer might some day succeed in getting the recalcitrants to see the error of their ways.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

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822-3 UNION BANK BUILDING

F. D. BLAKELY, Manager
Telephone Main 518

WINNIPEG, CANADA

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Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, APRIL, 1911

worn out pair of shoes when buying new ones

It would appear a very simple matter to remedy this condition if dealers would get together and form an agreement on the subject. Even if they could not reach an understanding on any other point it would be worth while to get rid of such an incubus. A mutual arrangement such as this has often proved the fore-runner of better conditions all round; in fact, it is just these united efforts for protection which form the thin end of the wedge that will ultimately be of such value to the trade, i.e., Organization.

Profits in Turnover.

Good judgment is essential to any business, and in the matter of buying the retail implement dealer is called upon to exercise more discretion than in perhaps any other department of his business. Over-loading has been the cause of many failures; on the other hand, lack of seasonable goods has often meant a dead loss. A careful study of past requirements is one of the surest guides in this respect, although unforeseen conditions, such as climatic vagaries, may often upset the best calculations. Many implement dealers in Western Canada were altogether unprepared for the extra early spring of 1911, and it is safe to say that a large percentage of these determined not to be caught napping again. Present conditions point to another early season, harrowing operations having been reported from Redvers, Sask., on March 22. Therefore, it would appear that those who are well stocked with spring goods have made no mistake, but the important point to be remembered is that quick sales on a small stock are far more profitable than where a large stock is carried. It is here that foresight and good judgment are necessary. Buying as close to immediate needs as possible is generally conceded to be the safest method, but many factors have to be considered in advance, such as the ability of jobbers to deliver the goods on time; crop prospects; the probable increased demand occasioned by new settlers, and so forth. It seems very difficult to indicate any golden rule in buying, with the exception that overstocking is in nearly all cases disastrous, although occasionally it happens that the demand for some implement is so much in excess of what was expected that an apparent burden turns out to be an unforeseen blessing.

Caution should be the watchword, more especially in stocking those implements for which the call is short-lived, such as binders. The right way to buy is in moderate quantities, and from concerns that can make quick delivery at all times.

One of the evils which he believed the local club could successfully combat is trading in second hand implements and vehicles. In his particular territory it has grown to be a recognised custom for the farmer to trail some old machine into town when about to purchase a new one. The worst of the situation is that, the precedent having been for some time established, it is very hard, in fact, almost impossible, to put through any sale without having to accept a worn out implement in part payment. As some dealer in the district will do this rather than lose a sale, all others are at a disadvantage, for no matter how much they may dislike such a transaction, each one knows that a neighboring dealer will do business on these terms. The consequence is that in many cases the dealer actually loses money on a trade. Every farmer thinks his old binder, for example, is worth at least \$25, but when it is once safely at rest at the back of the warehouse, how often does the dealer make anything out of it? It is safe to say that in three cases out of four the old machine lies outside, exposed to the elements, and is useless to anybody. Perhaps an occasional repair can be picked out of its mechanism or a few bolts and nuts, but as an asset it is valueless.

We have time and again condemned this practice as unsound and unreasonable. We believe the implement dealer is no more under an obligation to receive second hand implements in trade than is the shoe store to receive old shoes, for instance. Who would think of asking his shoe dealer to make an allowance for a

Canada as a Market for the U. S.

In view of the present deep interest in reciprocity it is important to consider what trade relations with the U. S. now are. The following statistics by J. A. Fleming of Washington in the Hardware Trade show the magnitude of the trade between the two countries:

It is only during the last decade that the figures have reached proportions making them really important. Prior to that time they varied between \$5,000,000 imports into Canada in 1850, to \$35,000,000, in 1870, \$39,000,000 in 1900 and last year they jumped to \$95,128,310.

The action in the matter of exports to Canada from the United States has been very similar, but the increasing ratio has been very much greater and the balance of trade has jumped to important figures during the last two decades. In 1860, 1870 and 1880 the balance of trade was with Canada; coming a little in our favor in 1890 and jumping in 1900 to a \$6,000,000 balance which has been increased during the last fiscal year to \$120,000,000.

Back in 1850 the value of the imports from Canada into this country was but \$5,179,500. In 1910 they were \$95,128,310 having risen to these figures from \$39,369,000 in the opening year of the century.

Canada has been a good market for American products of various kinds; of the soil, of skilled labor, and from our mines as well. In 1850 we exported \$10,000,000 of product in round value, last year \$215,990,021, as compared with \$95,319,970 in 1900 and \$40,282,108 in 1890.

Of this vast sum of exports \$23,000,000 represented the value of foodstuffs, \$50,000,000 crude materials for use in manufacturing, \$31,000,000 manufactures for further use in manufacturing and \$96,000,000 for manufactured articles ready for consumption.

We bring from Canada more value in boards, deals, planks, pulp wood and wood pulp than anything else, the aggregate of these items totalling in value last year \$30,000,000. Hides and skins are one of the big imports in value in 1910 to \$5,226,000. In chemicals and drugs, furs and skins and household goods Canada sent over nearly seven millions of value.

Breadstuffs other than rye, barley and wheat make up \$1,600,000 of the total and shingles and timber \$3,456,000. Our chief article of export to Canada is coal, \$31,644,260 of the grand total of exports being represented by this one item. Cotton furnished \$8,000,000 of last year's total, sheet plates nearly \$5,000,000, corn and automobiles over \$4,000,000 each, cotton manufactures \$4,000, fruits

and oranges \$4,800,000; automobiles \$4,360,000, and over a million in boots and shoes.

Canada is certainly a great market and statistics show that the balance of trade is with the U. S.

Buggy Time.

Every dealer should have on hand a good line of buggies as early in the spring as possible. If the demand for these goods is perhaps at its height rather later in the season, still, somebody is apt to walk into the warehouse at any time now and ask to see a buggy or vehicle of some kind. If you have one or two nice jobs on the floor your chance of making a sale is far better than if you had to persuade your prospect to make his selection from a catalogue, and, in addition wait so much longer for delivery.

A tasteful display of seasonable

portant phase which looms up larger as the summer passes and reaches its height in the fall of the year. Of course we refer to collections.

A merchant, who was asked if business was good, replied: "I am not so much interested in rushing out goods as I am in getting the pay for what I already have out."

This answer no doubt reveals partially the reason for this merchant's success. He realises what is the most essential feature in any business — getting in the money.

The collecting end must never be forgotten, although selling is so much easier that the temptation is always present to let goods leave the store on credit, and record a sale.

Keep close on the heels of your debtors; in spring, summer, fall or winter there will always be some

Prospects for a Bumper Year

The combined railway construction in Western Canada this year will total approximately \$43,000,000. Of this amount ten millions will be spent by the C.P.R., sixteen millions by the C.N.R., and seventeen millions by the Grand Trunk Pacific railway.

An army of 50,000 laborers will be required to handle this work.

It is a conservative estimate that one new town will be born in western Canada every three days.

The expected immigration for 1911 is estimated at over 400,000 people, of whom 150,000 will come from the United States.

Every Winnipeg business man who has returned from Great Britain and the continent states that capital will flow into this country from the world's money marts in greater volume than ever before.

Millions of acres of land which were under summer fallow last year owing to a short crop are expected to show great returns for this period of rest.

The area of new land placed under cultivation will exceed any past year, and one of the features will be the great number of gas and steam tractors utilized.

The prospects for a tremendous trade expansion are very bright.—Manitoba Free Press.

goods is a great help towards selling them, and this applies to vehicles, perhaps more than any other line.

There is probably nothing the implement dealer sells which receives a more careful scrutiny from the purchaser than a buggy. Wheels, gear, box, trimmings, finish and every detail of construction come in for close attention, hence the necessity of handling a first-class line by a reputable maker. Sell only the best of everything.

You Need the Money.

The thoughts of implement dealers are at the present moment concentrated upon selling machinery for the spring rush, but all should bear in mind that selling the goods—that is, sending them out of the warehouse — is the easiest part of their business. There is another and more im-

portant phase which looms up larger as the summer passes and reaches its height in the fall of the year. Of course we refer to collections.

Every dealer has his own obligations to meet, and rather than neglect collections in the busy selling season he should pay a competent person to help in the sales end, so that selling and collecting may both be attended to. Make prompt collections, for getting the money when due is the very heart throb of the business.

Your competitor is coming down the street. Instead of gazing at him through your window, meet him out in front. Shake hands and pass the time of day. Something may come from it. You have lost nothing if nothing results.

The fellow who is always late getting to business will soon find that business is late getting to him.

Personals

Brown & Curtis is a new implement firm at Strongfield, Sask.

Shearer & Rusk have opened an implement warehouse at Gainsboro, Sask.

H. H. Johnston, implement and harness dealer at Aylesbury, Sask., has removed to Tolmache.

Taylor & Farnel, implement dealers at Bethune, Sask., have opened a branch at Aylesbury.

Cameron & Stagg have succeeded Newman & Jackson, implement dealers at Okotoks, Alta.

C. S. Sheppard is commencing business as an implement dealer at Birtle, Man.

Johnson & Bredeson have opened an implement business at Edberg, Alta.

J. J. Montgomery has commenced as an implement dealer at Edmonton, Alta.

Olstead Bros. have started business in implements at New Norway, Alta.

Hurlburt & Whiteley is a new implement concern at Paynton, Sask.

J. J. Montgomery has opened an implement business at Edmonton, Alta.

Archer Bros. have commenced an implement business at Red Deer, Alta.

E. H. Wilkinson has sold his implement business at Wawanessa, Man., to R. Robertson.

Anderson & Gibney are opening business in implements at Canora, Sask.

McLean & Dallas are reported successors to O. Watt, implement dealer at Innisfail, Alta.

W. A. Udell, implement dealer at Carroll, Man., has been succeeded by Chas. Davidson.

J. G. Livingstone, implement dealer at Miniota, Man., has sold to T. H. Stewart.

A. E. Smith is commencing an implement business at Reston, Man.

W. R. Farrell is commencing an implement business at Riding Mountain, Man.

J. R. Cornwall, implement dealer at Sidney, Man., has gone out of business.

J. A. McKinnon is starting an implement business at Sidney, Man.

A. J. Austin is opening a hardware and implement business at Antelope, Sask.

Colleaux & Courchene, implement dealers at Duck Lake, Sask., are dissolving.

Brandt & Funk are reported to have sold out their hardware and

implement business at Drake, Sask.

Kearns & Babcock have opened an implement warehouse at Eyebrow, Sask.

Boustead Bros., implement dealers at Shellbrook, Sask., have discontinued.

T. N. Boulton has bought out R. W. Hutchison, implement dealer at Tyvan, Sask.

H. E. Westlake has succeeded to the implement business of G. Lane & Son at Stettler, Alta.

J. Thompson is reported successor to J. A. Rowlatt, implement dealer at Gladstone, Man.

Thos. Smith has succeeded to the implement business of T. S. Rintoul, at Sinclair Station, Man.

Charteris & Belcher have started an implement business at Kel-
liher, Sask.

W. V. Lindeburgh & Co. have sold out their implement business at Punnichy, Sask.

W. J. Long succeeds to the implement business of Long & McKinnon at Whitewood, Sask.

Anderson & Ellingson, implement dealers at Fenwood, Sask., have dissolved. J. J. Ellingson continues.

A. W. Edwards has taken over the implement business formerly conducted by Edwards Bros. at Broadview, Sask.

T. W. Kirk, general store and implement dealer at Myrtle, Man., has sold the implement business to McConnell Bros.

The Stoughton Implement Co. have started business at Stoughton, Sask. John Brady, at this point, has sold out.

G. H. Vickers, hardware and implement dealers at Stornoway, Sask., have moved to Bredenbury.

Tilson Bros. have dissolved partnership in their implement

business at Pinewood, Man., James Tilson continues.

Heaslip & Finlay are conducting the implement business at Medora, Man., formerly run by A. D. Nicholson.

H. H. Kohlman, manager for the John Deere Plow Co. at Regina, was in Winnipeg for a day last month.

Brown Bros. have commenced an implement business at Bladworth, Sask., and W. A. Clark, of the same town, has discontinued.

E. C. G. Jackson, implement and lumber dealer at Rapid City, Man., has sold to Carrick & Birkenshaw.

Agar & McKellar are reported successors to J. A. McKellar & Co., implement dealers at Brandon, Man.

J. M. Coates, implement dealer at Glenboro, paid us a visit during March. He anticipates a good business this spring.

S. S. Bean, Canadian manager of the American Seeding Machine Co., has just returned from a visit to his home at Jackson, Mich.

J. R. Bryant, general representative of the estate of E. M. Pope, of Watertown, manufacturer of the Glare Acetylene Headlight, Hanten flue cutter and other threshermen's accessories, spent a few days in Winnipeg this month.

David Drehmer, secretary and assistant manager of John Deere Plow Co., Winnipeg, is at present on a six weeks vacation, most of which he is spending at French Lick, Ind.

C. H. Anderson, representing Richard Hornsby & Sons, Ltd. engineers of Grantham and Stockport, England, is at present making a tour of Western Canada in the interests of his firm, who manufacture stationary gasoline and oil engines.

F. A. Lister, Canadian manager of the R. A. Lister Co., is at present in Winnipeg and has opened a Western Canadian Branch on Princess st., where the company will hereafter take care of sales of Melotte Cream Separators.

Geo. F. Ogg, who for 15 years has been with the Reeves Co. of Columbus, Ind., and for 8 years assistant sales manager of that concern, has succeeded Mr. Lowell as manager of the Canadian branch at Regina, Sask. Mr. Ogg originally opened up the trade for Reeves & Co. in Saskatchewan and had charge of the territory for four years. For the past three years he has made his headquarters at Columbus, Ind., but now returns to Western Canada owing to the ill health of Mr. Lowell.

The Sharples Separator Co. have added the following three men to their road staff: W. B. Sharpe, formerly of P. A. Sharpe & Co., implement dealers at Earl Grey. Mr. Sharpe will cover central Saskatchewan. A. E. Mark, of Lloydminster, has been assigned to northern Saskatchewan and H. F. Renwick, of Renwick Bros., implement dealers at Ituna, will take care of southern Saskatchewan. These additions to their traveling force will enable the company to handle more satisfactorily the growing demand for their line in the West.

Spring Sales.

Everywhere there seems to be a strong feeling that this year we will have an early spring, not abnormally so, but earlier than the average. Of course, the gophers may come out too soon and the rivers break up too early and all other signs fail. The feeling, however, seems to be general that

the dealer who has his stock on hand is quite sure of the business. Most of our readers, who during the past two seasons, lost sales because they were unable to deliver the goods, will not be caught sleeping at the switch this spring. They now have the goods and are ready to fill the orders.

We believe it is safe to say that more goods have gone forward at this time, to points throughout Western Canada, than ever before in the history of the country. And unless some exceptional weather conditions prevail there is not the slightest doubt but that this great volume of farm machinery will be sold before the next issue of this publication reaches the hands of our readers. And a great percentage from this immense transaction should be on the right side of the ledger.

Gasoline engines and engine gangs will very materially help to swell the 1911 sales. It is safe to say that there have already been shipped into Western Canada, for this year's delivery over 600 internal combustion engines.

The dealer who has not an agency for some make of these engines is certainly overlooking a proposition which yields big results.

A Good Excuse.

A little boy left home bright and early for the country school house. In making a short cut he climbed a fence. In climbing the fence he unfortunately tore the seat of his trousers. It was necessary for him to stop, take off his trousers and attempt to repair the damage. He did his best, but he had only two pins. The delay caused him to be late at school. As he walked into the school room all the others were in their seats. He was a good boy and usually very prompt. So the sweet-tempered school teacher only said, "Johnny, I see you're a little behind." Johnny turned scarlet, faced the teacher squarely and said, "Yes, mum, but you wouldn't if I had had another pin."

PLOWING OUTFIT FOR SALE

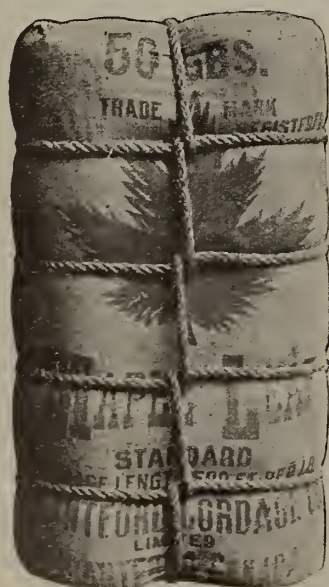
For sale. One complete Reeves plowing outfit, consisting of a 32 H.P. C. C. engine, friction steering attachment, rear tank and fuel bunker, set of oil pans, low hitch beam, 12 in. extension rims, head light, mounted water tank, tank pump and hose, Reeves 12 bottom steam plow with 12 extra shares.

This outfit is now on Section 27, Township 26, Range 3, West of the Third Principal Meridian, located in what is known as the Elbow District of the Saskatchewan River Valley in the Province of Saskatchewan and near the town of Elbow.

This outfit is entirely new, having never been used.

Will sell for cash or on the regular terms or will trade for land.

Address,
Northwestern Ranching Company
321 American National Bank Bldg.,
Indianapolis, Indiana.



What Is In a Name?

Just
What
You
Put
In
It.

For Example It has been the constant aim of our Company to maintain and improve the quality of our products by a policy of careful selection of raw materials—Expert supervision of all goods in the process of manufacture—Honest and fair business methods in all our dealings.

The Result is that we now enjoy an enviable reputation for superior quality and the full confidence of our large number of customers from one end of the Dominion to the other; also those in foreign markets who know the satisfaction that comes from our **First** quality of Binder Twine and Cordage.

Extra Value is the keynote of the success of

The 4	GILT EDGE	650 Ft.	Pure Manila
Maple	GOLD LEAF	600 Ft.	Manila
Leaf	SILVER LEAF	550 Ft.	Standard Manila
Brands	MAPLE LEAF	500 Ft.	Standard

Do not be persuaded that any Binder Twine is as good or better. We invite enquiry and comparisons.

ROPE AND CORDAGE OF ALL KINDS

THE BRANTFORD CORDAGE CO., Limited

BRANTFORD, CANADA.

Western Office: 289 SIMCOE STREET, WINNIPEG, MAN.

Specially treated and
guaranteed INSECT-PROOF

Explanation of What "Dry Farming" is.

Portion of an Address by Hon. W. R. Motherwell, Minister of Agriculture.

Whether or not the term "dry farming" has come to stay is immaterial, but the fundamental principles that underlie this system of farming will endure forever, with, of course, such variation in detail as location and the evolution of time may warrant.

Some sensitive people dislike the term "dry farming" on the ground that it is a reflection on their country and an admission to the world at large that their district is subject to drought. Admitting that this is correct, is it not better to face the situation boldly and prepare for it on the principle that "forewarned is forearmed" and that nothing in the end is gained by pretending to have what you have not. The meteorological records of Saskatchewan go to show that we have an average precipitation of about seventeen inches, and there is no getting away from the fact that this is usually looked upon in more humid countries as only about one-half the amount necessary to grow profitable crops. Thus the climate of Saskatchewan is sufficiently dry that until a few years ago it was thought to be impossible to grow cereal crops in the greater portion thereof. Intelligent tillage methods, however, timely applied, have demonstrated in every district that crops can be

grown with very much less precipitation than was supposed, provided the moisture is systematically and economically taken care of. As a matter of fact, the dryness of our seasons is, in one sense, our salvation, as reasonable drought is essential in most districts to ensure the maturity and saving of cereal crops in our ordinary short growing seasons. But a dry climate to be a blessing must be prepared for, otherwise it will blight and disappoint the hopes of the husbandman.

Since dry farming has become a popular term and its principles recognized as scientific, many critics have claimed that this method involves nothing more or less than the methods that our fathers followed in eastern or other climes, known as "good farming." While it is admitted that dry farming is good farming, it cannot, however, be claimed that good farming is necessarily dry farming. Good farming in some countries may consist among other things of getting rid of superfluous moisture while dry farming, among other things, always involves economizing nature's water supply. In all semi-arid regions the besetting hindrance to successful farming is drought, consequently the basic

principles underlying dry farming must and do imply a system of scientific and timely tillage such as will best offset the dangers of scanty precipitation—in other words we must accomplish in the growing of crops with an average annual precipitation of seventeen inches, what more humid countries accomplish with a much more generous rainfall.

In the pioneer days of Saskatchewan scores and hundreds of settlers left the country believing that no solution of this problem was within the realm of probability; but, as has often previously proven the case, "necessity was the mother of invention," and the sturdy pioneer farmers of those days, assisted by the experimental farm and agricultural press demonstrated very clearly that our strong, retentive, heavy clay soil was capable of producing good crops with very much less even, than seventeen inches of annual precipitation. While this is true, it must be admitted that this could not be done year after year in succession without stopping at varying intervals of three or more years, and storing up moisture under a system of approved and improved modern summer tillage commonly called summerfallow.

Some writers have undertaken to lay down a hard and fast rule with regards to the best method of tillage to pursue under semi-arid conditions; but, so far as Sas-

katchewan is concerned, such rigidity applied to our varying soils, altitudes, exposures, precipitation and climatic conditions would only lead to loss and disappointment. Variations in method must and can be pursued without departing from principles, and herein lies the importance of every farmer understanding something of the science of soil physics in order to have the ability to prescribe such crops and tillage methods as will meet the requirements of his particular farm, just as a physician prescribes to suit the individuality of his patient.

The following features usually identified with dry farming where longer and warmer seasons prevail than in Saskatchewan, and considered by some to be fundamental, should be carefully noted as to their applicability where fat lands and shorter growing seasons are the general rule:

First—Summerfallowing at intervals of every third year, or thereabout.

Second—Deep plowing.

Third—Deep sowing.

Fourth—Thin sowing.

An examination of these points in some detail might be profitable and will appear in a future issue.

Strange how some men will put a tainted dollar in a barrel of honest dollars who would not think of putting a rotten apple in a barrel of good apples.

Do You Heed the Words of Wisdom or Prefer the Misrepresentations of the Knocker?

Is it not wise to ally yourself with an organization that has the ability and enterprise to invest in Canada the sum of \$2,000,000 in plant, garages and equipment—to further the sales and perfect the construction of the

McLaughlin-Buick Car

Every owner of our cars is our ally and is treated as such. The Buick Company, who supplies our engines, operates the largest automobile factory in the world, and is financially one of the strongest American organizations.

The floor space of our Oshawa factory is 14 acres—our branches and garages throughout Canada cover as much again. Our conveniently located depots for parts and accessories and our experience in manufacturing first class vehicles, pre-eminently fits us to be the recipients of your confidence. For over forty years, since the inception of our factory, we have rigidly adhered to our principle: "One grade only, and that the best."

Permanent itself, our organization guarantees the permanency of our business. Twenty years hence will find us still as ready to serve you as we are today, and producing the same line of sturdy, reliable cars. Our interest in you does not end when we sell you a car—it only begins there. We are not a transitory organization, here today and gone tomorrow. Next year or even in the next decade we shall be

where you can easily reach us—and our centrally located branches all over Canada, furnishing a service the like of which no other motor car organization can offer.

THE WORDS OF WISDOM ARE: "Select the car that has the men, the factory and the organization behind it." To do this means to take advantage of our Experience, Fair Dealing and Proven Quality.

The words of the knocker are—but why repeat them, no doubt you have already heard them, discounted them, and probably forgotten them.

Every knock is a fresh proof that the knocker realizes the strength of our business and the superiority of our cars. "Sticks and stones are often found under the trees bearing the best fruit." It is a significant fact that during the past forty years, although we have opened the doors of many branches, not one has been permanently closed.

Get our catalogue, and see our representative. Inspect our cars. Thus, and thus only, can you realize the strength of our position and the merit of our product.

(Signed)

G.W. McLaughlin
Sales Manager.

The McLaughlin Motor Car Co. Ltd., Oshawa, Canada

Branches and Depots: TORONTO—128 Church Street. HAMILTON—George and Bay Sts. LONDON—Richmond and Bathurst Sts. PETERBORO, Ont., BELLEVILLE, Ont. WINNIPEG, Man. REGINA, Sask. CALGARY, Alta. VANCOUVER, B.C. MONTREAL—Notre Dame St. and Comet Motor Co. SHERBROOKE, Que.—Le Baron & Son. ST. JOHN, N.B.—Union Street. AMHERST, N.S.—Atlanta Auto Co. HALIFAX, N.S. OTTAWA—Pink, McVeity, Blackburu.

McLaughlin Carriage Co. Ltd.

Winnipeg: Showrooms: 204-212 Princess Street. Phone Garry 3704.
Garage: 275-277 Maryland Street, Phone Sherb. 84.

WORKING UP MORE TRADE

Not every implement dealer is gifted with sufficient persuasive powers to lead a customer to purchase something he actually did not know he wanted, but all good salesmen have a certain magnetic influence which forms a powerful factor in their success. A writer in Hardware News discusses this important phase in salesmanship as follows:

Most of the training courses for business salesmanship include a chapter on the power of suggestion, and many of them go into this matter at great length. The New Thought teachers believe much in the power of auto-suggestion, which instead of impressing the mind of another, simply means to impress one's own mind with an idea or thought. Quoting from one of these writers, we understand it somewhat more clearly: "Think of the mind as a wax substance, and the Suggestion as the die making an impression upon the wax, and there you have it. If you can manage to get a strong Suggestion on the mind of a person, you really impress your idea upon his mental wax, so to speak."

This puts the matter in simple language which we can easily interpret, but it is made more practical by the following remarks from the same writer: "Suggestion is not a matter of argumentative effort, but a process of saying

things so positively, earnestly and convincingly that the other person takes up the idea without argument. * * * If we have been impressed by something about a man, we have taken the suggestion."

In no other part of the business game should this power of suggestion be more valuable than in the retail field. It is something that an ordinary clerk can study and become efficient in, and it will boost sales far above the line of ordinary effort. As a matter of fact, many customers whom you wait upon at your store are just unconsciously waiting for some suggestion which they can agree with, and if one knew how to properly give such a suggestion, there would be absolutely no question about the receptiveness of the customer's mind to your ideas. You surely would have made an impression in their mental wax.

Just think over your day's sales and recollect how many customers came to you who were undecided as to what they would take. If you had sent out a suggestion properly give such a suggestion, that it would have helped a great deal? Take a little everyday incident, for example. How many sales persons remark: "Is that all to-day?" Certainly there is little suggestion in this remark. Would it not be better to say:

"Have you seen the large assortment of special Christmas gifts we are showing? We have a fine present for your boy. We would like to show you something your wife would like."

In either of these questions you have put a definite line of thought into action. Possibly the customer had entirely forgotten about buying his holiday gifts. Your suggestion paved the way to a further consideration of the matter just at that moment and when he had the time, and when you had the goods at the right price. Your suggestion on silverware, safety razors, vacuum cleaners, sleds, or any one of the hundred other seasonable novelties in your store would be as well received.

There is some sort of suggestion that will be welcomed by each customer you wait upon, and the only difficult part of it all is to know just what that suggestion is that will appeal. This can be learned only by study of case after case. If you fail in your first effort, try another quickly before you have lost your vantage point.

Now, aside from the business side of this proposition, it is real genuine fun to purchase what you desire. How many persons have you heard say, "I don't know what made me buy that, because I have enough of them already." 'Twas the suggestion, sure enough.

Perhaps the greatest power of

all, however, is that of auto-suggestion. By this we mean the power to influence one's self so that you will become convinced of your ability to handle all sales.

Visions of Home.

Sometimes, when city weary
At twilight end of day,
I stand beside a street curb,
I stand and look away.

Clean field-slopes in the sunset
That sweep to crest of hill;
The brown and big wide acres
All solemn grown, and still.

The mighty horses moving
Against the west sky's flush.
The day's last furrow turning,
The beauty and the hush;

And down snug in the valley
I see the farmstead grey—
Lights from the ruddy kitchen—
It is the end of day—

Oh big, oh sweet and tender
Is the scene sometimes I see—
Old home in the backwoods country!

And my dreams come back to me.

A substantial increase is shown in Canadian customs collections, the amount for the 11 months ending February 28, 1911, being \$64,898,391, or \$10,816,464 over the 11 months ending February 28, 1910.

DOLLARS FOR DILIGENT DEALERS

There are few months in the year when the Kramer Light Running Plow Attachment cannot be used to great advantage on Western Canadian soils.

The Kramer is especially effective when used in connection with Summer Fallowing, Backsetting and Stubble Breaking. In the preparation of the Seed Bed for fall sowing it combines the functions of the harrow, packer and pulverizer, and pays for itself in a few days. It is not too early to place your order now to meet the requirements of farmers for stubble plowing.

You can afford to push the sale of the Kramer Attachment. It means dollars in your pockets.

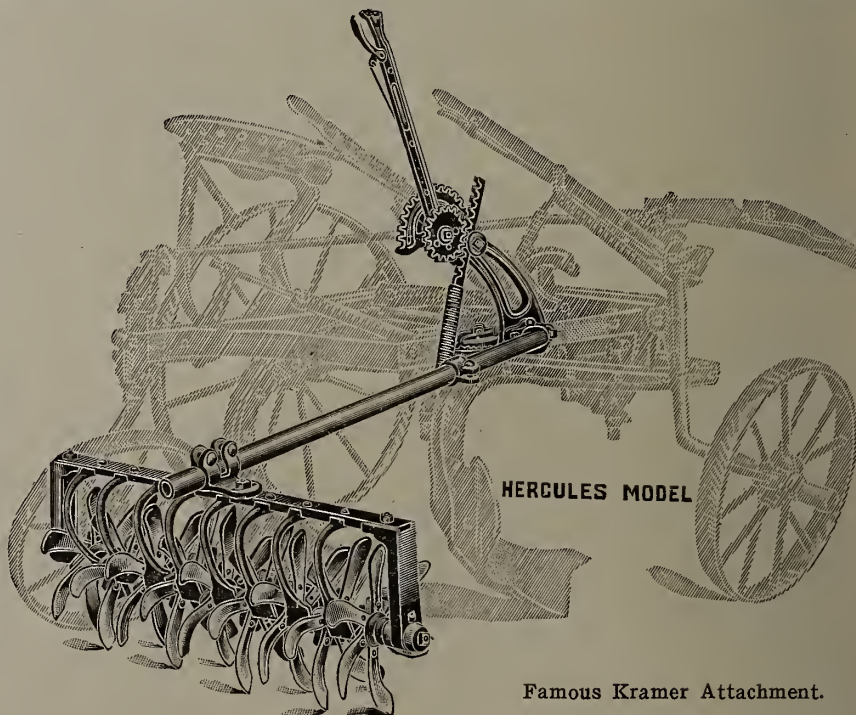
The farmer is becoming acquainted with its splendid work and labor saving qualities. He has been reading about it in his farm paper. He has been learning about its reliability and efficiency. The farmer is already a prospective customer. Mr. Dealer, it's up to you to place the Kramer in stock and turn the prospect into a sale.

It doesn't take the dealer long to sell one of the Modern Kramer Attachments.

Blades ground to a butcher-knife point—Geared Lift—Vertical Spring Tension—Lever Adjustment, and Light Running Taper Spindle Bearings are exclusive Kramer features and appeal to farmers everywhere.

The Kramer is the Genuine, Original Plow Attachment—The Prize Winner everywhere, and the only tool of its kind having won the endorsement of leading State and U. S. Departments of Agriculture.

If new and powerful models—The right kind of prices and terms appeal to you, write for particulars—Do it to-day.



Famous Kramer Attachment.

THE KRAMER CO., Winnipeg, Man., and Paxton, Ill.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

JOHN DEERE ONE-MAN ENGINE PLOW

Operated from Engine Cab or Platform by Engineer

One Man Operates Both Plow and Engine

Three, Four or Five Bottoms

The John Deere Engine Plow shown here, is an ideal proposition for those who want a small one-man outfit.

It works perfectly behind any small tractor that requires only one man to operate.

The operator of engine handles plow without any assistance, because the lifting lever is just as handy for him as controlling levers of engine.

Combined with a small tractor this plow makes a very handy outfit which is economical to operate and conveniently used in comparatively small fields.

It will save money and time if substituted for horse drawn plows.

Engine of course, can be used for other purposes besides plowing. It is a general purpose farm power.

Handles Very Easy

When plow is leveled and rear shoe set for plowing, the lifting lever is the only one that needs to be touched till land is finished. This lever extends far enough forward so engineer can operate it conveniently from engine platform.

Remember this plow has no platform and that it is not necessary to step down from the engine when raising bottoms.

In raising, plow wheels crank backward, giving practically a power lift when engine is running.

Besides this, powerful lifting springs assist lifting lever.

The John Deere Engine Plow for Small Tractors is sold regularly with four bottoms, but it can be converted into a three or five bottom plow as conditions require.

To make a three bottom plow, remove rear beam and bottom and substitute blind beam which supports land axle and clevis frame.

To make a five, attach fifth beam and bottom, also attach shoc to fifth beam.

This ability to increase or decrease number of bottoms is important.

For example, in heavy breaking the engine may not be able to handle more than three bottoms, while in loose stubble ground it may pull five easily.

Deep Suck Quick Detachable Shares

These are not ordinary shares with the nose turned down. They are specially built for our engine plows and are very durable.

Quick detachable feature is a big advantage because it saves at least 80% of time ordinarily required to change shares on an engine plow. This means a lot—especially when in a hurry.

Simply remove one nut to take off share. This nut is easy to get at and holds share more securely than when held to frog by four bolts in customary way.



JOHN DEERE JUMBO GRUB BREAKER

FOR USE WITH TRACTION ENGINES

Built for Heavy, Stony, Grubby, Poplar or Other Brush Lands.

There are many localities, especially in the Northwest, where there are large areas covered with grubs and it is desired to use an engine instead of horses for breaking. This requires a specially built plow of great strength, and that is what the JOHN DEERE JUMBO Grub Breaker is.

It has the strength, turns a 24-inch furrow, cuts off all roots to depth of furrow and throws them out so that it is easy to clear the land.

It stands to reason that it is much more economical to clear a piece of brush land in this way, because the work is more rapidly done: all the roots are cut off deep enough to prevent sprouting and the ground is well plowed at the same time.

All Steel—Has Great Strength.

The beam, levers, lever ratchets, clevis wheels, axles, handles and all parts are made of high grade steel.

The fact is, the Jumbo Breaker is so strong that it will stand the pull of a high-powered engine without straining or breaking—you know what this means.

Write us for Dealers' Proposition and further information

Specially Constructed Beam

Instead of being one solid piece, the beam is made of three heavy flat steel bars securely bolted together.

This makes a very strong beam and permits the two outside bars to be shaped so that one supports the moldboard and the other the landside.

Fore-Carriage Ensures Steady Running

Two large, wide-tired steel wheels mounted on strong steel axles support front end of beam and steady the Plow when at work.

Also axles operate with levers to regulate depth, level the plow and raise it out of the ground.

Extra Heavy Standing Cutter

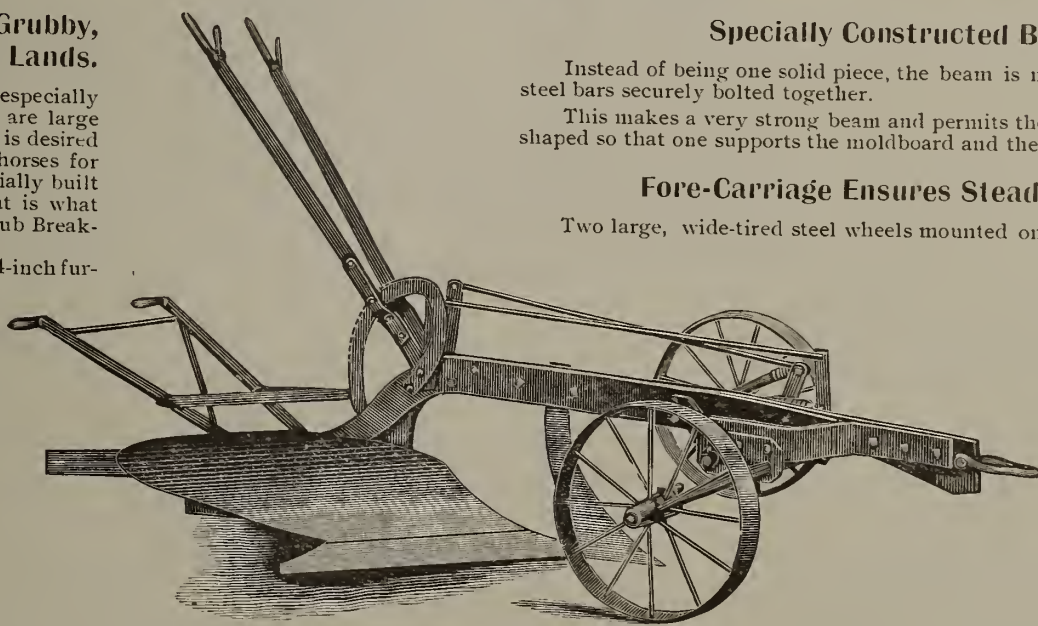
This cutter is held to beam by a strong clamp and is drilled at heel to receive share point—a great protection to share.

Clevis Gives High or Low Hitch.

By referring to illustration, you will see that by inverting clevis a high hitch is obtained.

Clevis as shown gives a medium or low hitch.

Inverted, it gives a medium to high hitch.



JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

John Deere Engine Plows

With Quick Detachable Shares

Insist on an Engine
Plow with the
John Deere
Quick
Detachable Shares.



Furnished on rod or
moldboard breaker
bottoms or on
stubble bottoms.

Don't waste
the valuable time
of a big plowing outfit
changing shares
the old way.



But one bolt to
remove.
Saves 80 per cent.
of time in
changing Shares



See this bolt
It's the only one you
have to remove



SIZES :

John Deere Little Engine Plow
4 and 6 Bottoms

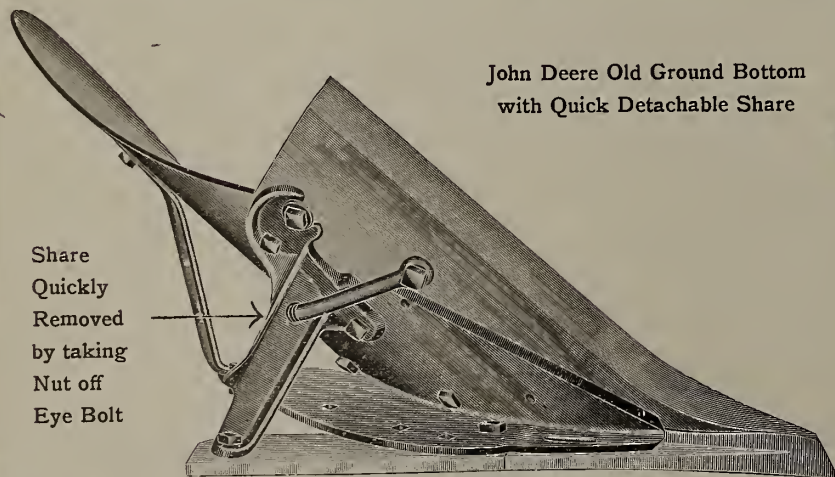
John Deere Jr. Engine Plow
6 and 8 Bottoms

John Deere Sr. Engine Plow
8 and 10 Bottoms

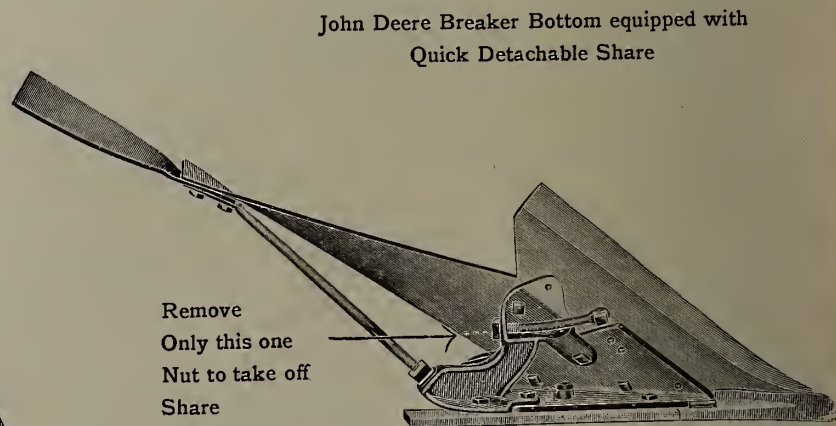
John Deere Big Engine Plow
10, 12 and 14 Bottoms

With Quick Detachable Shares

Your line is not complete without them. Write us for Engine Plow Book. This book contains all available information on Engine Plowing.



John Deere Old Ground Bottom
with Quick Detachable Share



John Deere Breaker Bottom equipped with
Quick Detachable Share

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Big Business—Big Profits

ANY DEALER WHO SELLS THE
Light Draft Van Brunt Disc Drill cannot fail to make Money

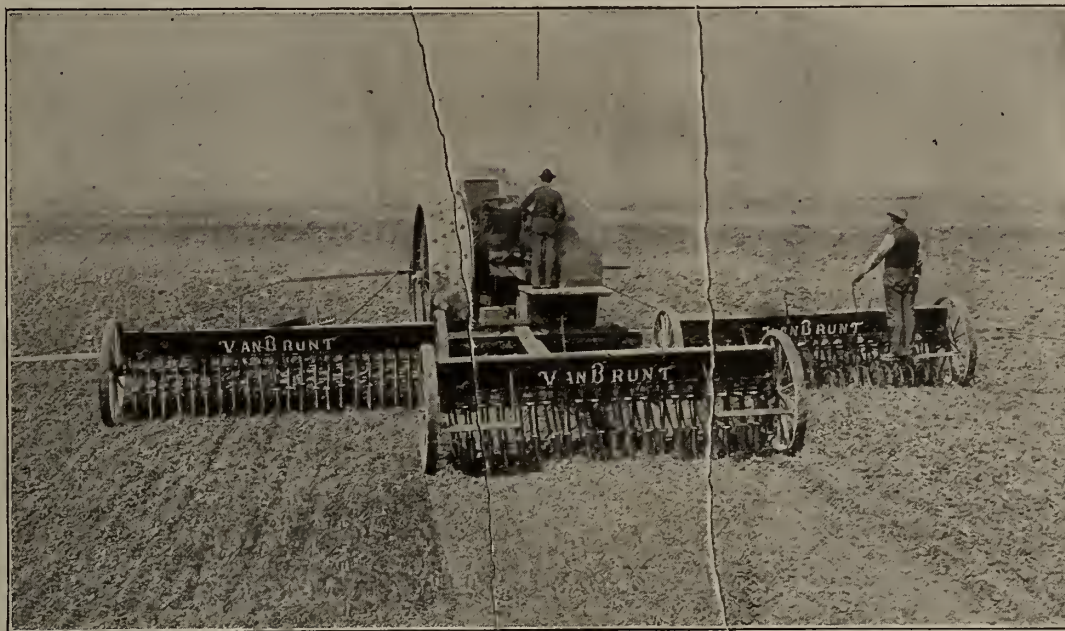
WHY ?

Because every live grain that passes from the hopper goes right home to its proper seed bed and must germinate.

With the New (1911) adjustment of boot and discharge placed **WITHIN** instead of outside the circle of the Disc Blade, not a single kernel is left on the surface. Every one is planted at a uniform depth.

Because there's no surface or soil condition in Canada which it cannot perfectly negotiate without missing a single square foot.

OIL TIGHT DUST PROOF BEARINGS



WHY ?

Because of what it saves in horse flesh, gasoline or steam power. It is the **LIGHTEST DRAFT** seeder made—some 300 or 400 pounds lighter than most machines.

Because of the matchless strength and adaptability of the frame to uneven surfaces. **Dead weight** has been superseded by living strength in every rod, brace or bolt. It cannot sag in the middle and there is no straining on rough ground.

Because there is perfect alignment of frame, hopper and wheels, which with ordinary care when the implement is idle, guarantees a machine that will outlast most lives.

NO CLOGGING POSSIBLE

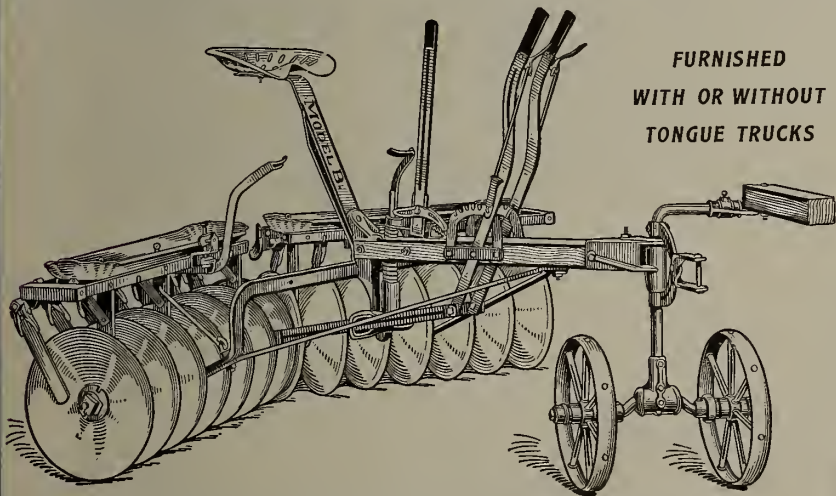
Faultless work and a lot of it. [Seeding with one] Twenty and two Twenty-Two Disc Drills 32 feet

BECAUSE all these splendid qualities create a great natural demand for this matchless Drill

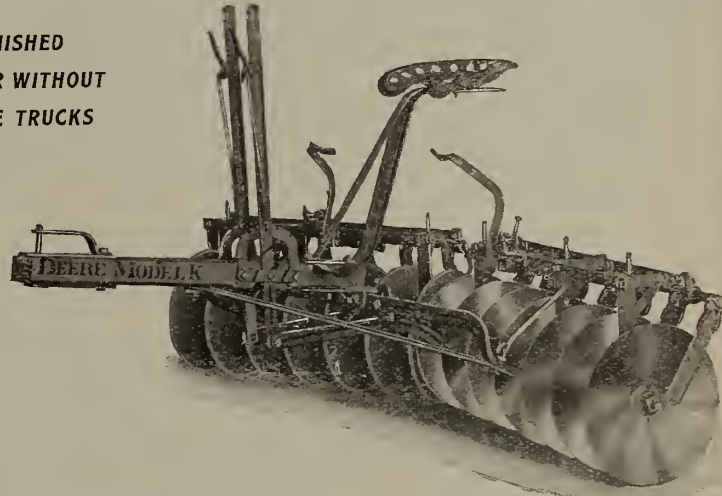
DISC HARROWS

Deere Model B Disc Harrow

Deere Model K Disc Harrow



FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS



FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

It is the Only Real Flexible Harrow

PROGRESSIVE Farmers know how much more satisfactory our Model "B" Disc Harrow does its work of pulverizing the soil evenly—without skipping rough places in the "middle"—because our Third Lever With Spring Pressure Yoke and controlled draw bars enables you to govern your discs. They can't push up in the centre, as with ordinary machines. You pull the lever and it locks automatically with discs working through dead furrows or over ridges, always cultivating thoroughly. Special features besides superior malleable iron parts and extra durable construction are: Easy, Double-Spring Seat—High Frame out of dust—Adjustable Disc Scrapers—Lighter Draft, etc.

Write for Catalogue and Dealers' Terms

A STRONG, substantial two-lever harrow, slightly lighter than Model "B," but having many of its points of superiority. The Frame is made from a single piece of heavy steel. The frame bars, crosstrees and braces are all steel, very securely riveted and bolted together.

The Scrapers are of the improved oscillating style, and can be easily removed or replaced. Hard Maple oil-soaked bearings are used on this harrow. Disc Blades are made of the very best quality steel, thoroughly polished and sharpened. Double Angling Levers on this harrow ensure a convenient machine for lapping lands and for hillside work.

Write for Catalogue and Dealers' Terms

Both of the above styles of Disc Harrows are excellent tools to pull behind a John Deere Engine Gang

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

DEERE HOUSES CONSOLIDATE

It has been officially announced that twenty-two concerns making and selling goods known as the Deere lines will pool their stock and form a corporation, having a single 99-year charter and a capitalization of \$50,000,000. The consolidation is to be known as Deere & Co., the intention being to retain the name of John Deere, inventor of the steel plow and founder of the vast industry. Headquarters of the new company will be at Moline, Ill. For many years the Deere & Mansur Co. and the Fort Smith Wagon Co. have been controlled by the parent organization; later on Kemp & Burpee, the Moline Wagon Co., and the Marseilles Co., were also absorbed, while 80 per cent. of the product of the Dain & Co., of Ottumwa & Welland, who are included in the merger, have been marketed by Deere & Co.

The following companies constitute the merger: Deere & Webber Co., Kansas City, Mo.;

land in Welland, Ont., adjoining the plant of the Dain people. It is now understood that the Dain plant, as a member of the consolidation, will be expanded over the additional tract and that harvesters, for the Deere Canadian trade, will be manufactured in the additional factory buildings there. Already Mr. Mixer has secured the Welland city council permission to close certain streets, and nothing seems to stand in the way of immediate development along that line.

The Deere binder has already been perfected, experts having been at work in an experimental plant for almost a year. Tests were made during the recent harvest season of 1910 and further improvements on inventors' models have been completed during the past winter in a temporary plant fitted up for that purpose in East Moline, Ill.

Stockholders in each of the twenty-two concerns mentioned above have surrendered their

the parent concern, has been carried on under a fifty-year charter, which expires in 1918. The necessity of continuing this charter is what brought about the reorganization at this time. The plan now is to secure a ninety-nine-year charter covering the business of the merged concerns, though each plant will be continued under the present management.

Combined capitalization of the manufacturing concerns and branch houses listed is about \$20,000,000 at the present time. The new capitalization shows a two and one-half times increase.

Deere & Co.'s yearly output at the time of incorporation was 100,000 steel plows. Now the value of the annual output of plows is many million dollars, not to mention the other lines that are manufactured.

Three generations have accomplished the consummation which the Deere & Co. will represent John Deere, inventor of the steel plow, founded the business when he came to Moline in 1847. In 1868 incorporation was effected

Advertising Canada.

The negotiations for a reciprocity agreement between this country and the United States may or may not result in changes in Customs duties, but there is no doubt that they will have a decidedly beneficial influence in drawing attention to the advantages of Canada. Not only in the United States, but in Great Britain and on the continent, the proposed agreement is the subject of much discussion, and politicians and commercial organizations are realizing that Canada is something more than a wilderness of ice and snow. President Taft in his message to Congress asking for the endorsement of the agreement practically insisted on its adoption because it would open the way to the obtaining of a food supply for the people of the Republic. He did not say that Canada was destined to become the chief wheat-producing country of the North American continent, but he did say that this was a great country, with whom the people of the



The above engravings are from photographs of the first Deere binder manufactured and were taken on the farm of Richard Armstrong, two miles north of McDonald, Man.. This machine commenced cutting last harvest in Oklahoma, from where it was shipped by express to Kansas, Nebraska, Minnesota and Manitoba, thus keeping pace with the advance of harvest to the north. The machine cut some 700 acres during the season.

John Deere Plow Co., St. Louis, Mo.; Indianapolis Ind.; Dallas, Tex.; New Orleans, La.; Omaha, Neb.; Portland, Ore.; Spokane, Wash.; Denver, Colo.; Oklahoma City, Okla.; Baltimore, Md.; San Francisco, Cal.; Syracuse, N. Y.; Winnipeg, Man.

For more than a year the plan for a reorganization of Deere & Co. concerns has been in progress. This plan involved acquisition of outside plants that would result in securing a complete Deere line.

Though the list of members in the new Deere corporation, as announced, includes but one concern that has been entirely independent in the past, namely, the Dain Mfg., Co., there is a possibility further announcement along that line will be made.

In the meantime arrangements for the manufacture in Canada of the Deere harvester have been practically completed. During the past year Deere and Co. represented by vice-president G. W. Mixer, purchased a large tract of

stock certificates to the First Trust and Savings Bank in Chicago. In return they will receive stock in the merger corporation.

Services of Haskins & Sells, of New York, expert accountants, were engaged when it was decided to effect the merger. These accountants in turn engaged the American Appraisal Co., of Milwaukee, which concern has just completed the laborious task of appraising the value of every one of the twenty-two plants concerned. This appraisal required many months' time. The figures have been submitted to Haskins & Sells, but are not made public.

New stock will be issued on a basis of actual worth of the various plants. For example: A holder of ten shares of stock in the Kemp & Burpee Co., of Syracuse, will be entitled to the value of said shares in the new corporation. New stock will be issued for old solely on a basis of appraised value of each plant.

The business of Deere & Co.,

and Mr. Deere's son, Charles H. Deere, who later became president, was admitted to membership as vice-president. William Butterworth, son-in-law of the late C. H. Deere, will head the new Deere & Co.

An official of the present Deere & Co. said: "We propose to give employees an opportunity to acquire stock in the business. The details cannot be stated at this time. A further announcement will be made in the near future. It is our purpose to submit a plan whereby stock may be acquired on terms acceptable to our employees — probably one that will provide for small monthly payments for a period covering a term of years."

H. W. Hutchinson, manager of the Winnipeg branch of the John Deere Plow Co., is one of the directors of the new company, and is now at Moline attending the first directors' meeting of the new company being formed.

United States should be on good terms in matters of trade as in everything else.

Organs of public opinion in the United States which never before referred to Canada, except with a sneer have suddenly discovered that this country is worth while. Even the southern journals whose interest in the development of the Dominion in the past has been purely academic, have shown an enterprising concern over the trade possibilities that are opened up by the suggestion of a wider intercourse.

All this means that Canada is coming into her own. Many hard knocks have been levelled at the people here in days gone by, and the sympathy of the enervated races has often been a little more difficult to bear than the indifference of people who should have known better. It is a long lane that has no turn, and Canada seems to have reached the turn.—The Commercial.

Better Farming and Good Implements.

It is a well recognised fact that even the most fertile soil, under continual cultivation, has a tendency to become poorer if certain precautions are not taken. But there is at the present time a wider recognition of the necessity to give the soil scientific treatment if maximum crops are to be obtained. This is what is meant by "Better Farming," and it may be defined as the continuous production of the greatest possible crops at the lowest expense, without impairing in any way the fertility of the soil.

The better farming movement is the result of the increase in the cost of living. The advance of civilization is now making the luxuries of a decade past the necessities of to-day, and consequently the tendency has been for farm lands to increase in value while operating expenses, so far as wages are concerned, climb continually higher. It has, therefore, become necessary to make the land more productive and more profitable than formerly.

Better farming is accomplished by improved methods of soil cultivation, the use of time and labor saving farm implements, close study of market conditions, etc. The time has gone by when one could scratch the earth and throw the seed at it, leaving the rest to

nature. To-day careless methods and inferior tools will never bring results satisfactory to the man who is ambitious to be a real, live farmer. The various operations of the quickly passing season of growth must be performed with up-to-date implements, and in the faith that, barring unforeseen calamities, certain results are sure to follow, and bring at least a degree of success.

Like the successful implement dealer, the farmer must be a good buyer, a good seller, and, in fact, a good business man. The modern farm has been aptly compared to a factory,—the manufacturer has every foot of floor space profitably occupied, and the farmer should have every square foot of his land producing something that can be turned into money or that contributes in some way to his profits. Another parallel between the manufacturer and the farmer is that both are on the lookout for improved methods which will enable them to increase their output without adding to their expenses. In addition they both buy modern, labor saving machines which do the work of many men and horses with but small attention.

Mere muscle can accomplish much—in a long time. One man we read of started in some years ago to dig over his homestead with a spade! He is probably still digging. On the up-to-date farm, mechanical appliances are

an absolute necessity, for farm labor is expensive, and the farmer must continually increase the producing power of his land. This he can only do by the use of improved implements. Machines which enable one man to do as much work as three obviously save two men's work, and granting that the initial cost of such a machine is not so great as to counterbalance the time saved it is seen that a saving is made on each day's work, and it is this saving which makes one of the differences between ordinary farming and better farming.

A well-known manufacturer of farm implements gives the following hints to those who are endeavoring to be "better farmers".

The man who loves good horses will have them and see to it that they get the best care. In return for better keep these horses give better service.

Farm implements will respond to the same treatment, but do not always get it even from the men who delight to work with the best. Simply because a machine is constructed of iron and steel is no reason for thinking it will withstand the attacks of the weather indefinitely without injury.

It will not. The implement which winters in the fence corner will not give as much service as the one properly housed.

An engineer goes over his engine frequently to see that all

nuts are tight and all bearings properly oiled and adjusted. He does not wait for difficulties to show up. He heads them off.

Why not do the same with the plow or hay rake? It will add years to the life of either.

The moving parts of farm machines should receive constant attention, and be kept free from dust and well oiled to prevent cutting out.

A coat of paint once a year will add much to the life of an implement, whether it be a plow, harrow, or a binder.

Tool houses and good care will pay dividends on their cost.

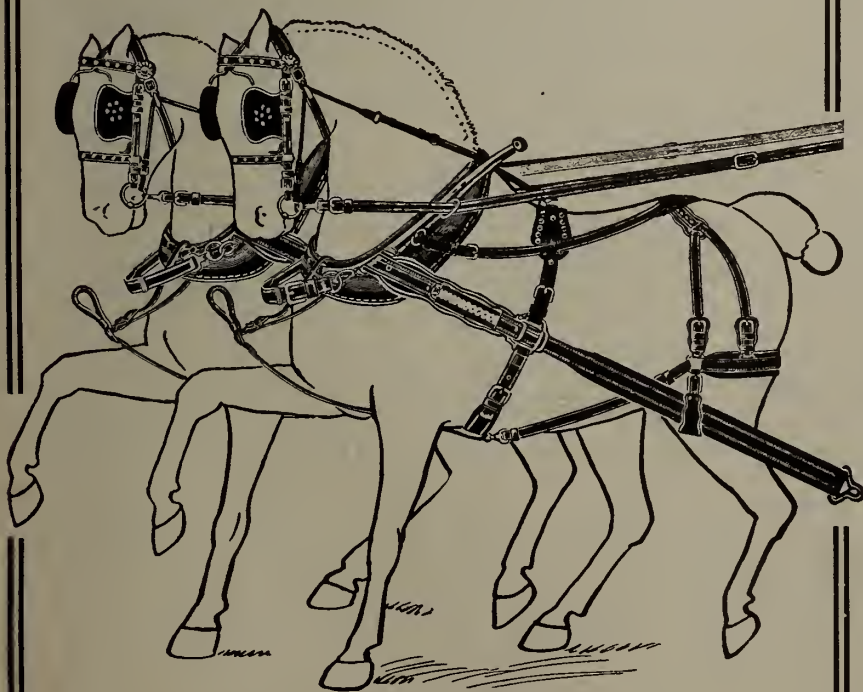
Values and Wages in Canada.

Census and Statistics Monthly.

Values and wages in Canada make a good record for 1910. The total value of live stock on the farms is \$593,768,000, which is \$34,979,000 more than in 1909. The price per head of horses is \$132.50 as against \$130.72 in 1909, of milch cows \$42.60 against \$36.36, of other cattle \$30.90 against \$28.81 and of sheep \$6 against \$5.89. Swine alone show a drop in average price, being \$11.30 per head against \$11.80. The total value of horses is \$293,398,000 for last year against \$278,789,000 for 1909, of milch cows \$126,613,000 against \$103,601,000, of other cattle \$131,781,000 against \$127,36,000 and of

HARNESS 1000 SETS JUST RECEIVED

At Winnipeg Branch—Let us have your orders early



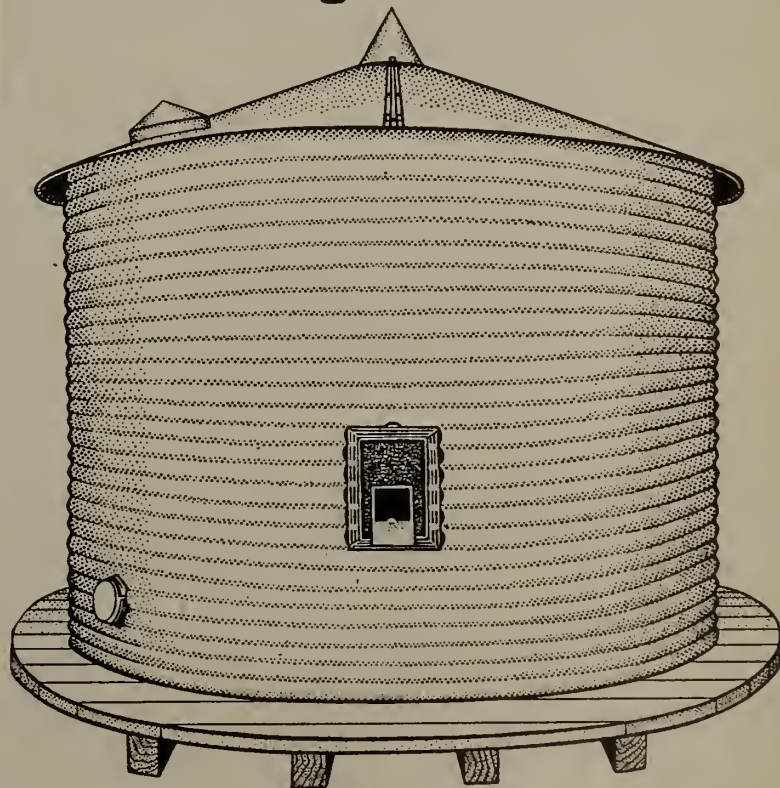
Also a full range of Carriages on hand for prompt shipment

Heney Carriage & Harness Co., Ltd.

MONTREAL, P.Q.

WINNIPEG, CAN.

Portable Corrugated Iron Granaries



850 and 1050 bushels capacity

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.

WINNIPEG, MAN.

sheep \$15,819,000 against \$15,735,000. The value of swine, however, fell from \$34,368,000 in 1909 to \$31,157,000 in 1910.

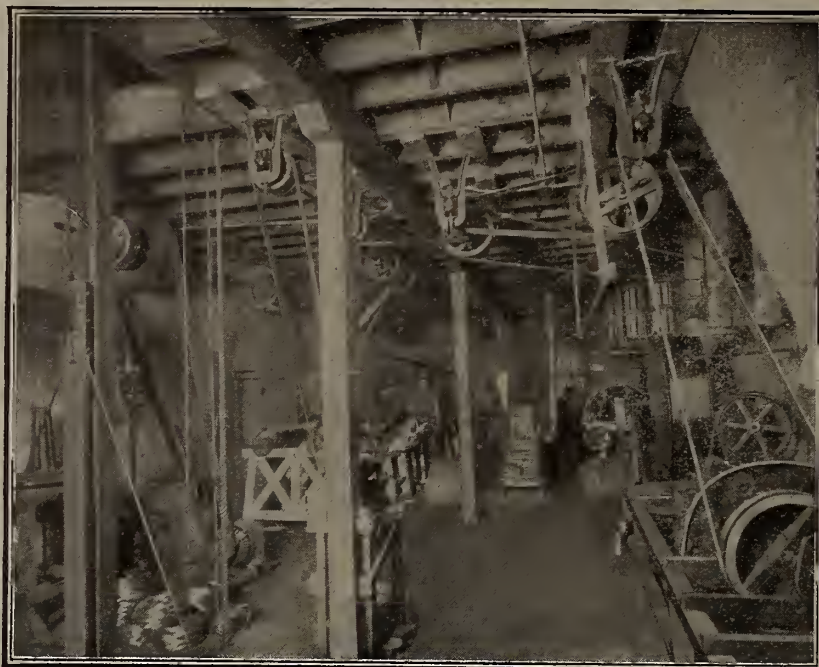
The highest average price of horses was in Saskatchewan, of milch cows, other horned cattle and sheep in Ontario, and of swine in Quebec. Horses three years old and over reached the highest price in British Columbia, where the average was \$225. Swine per 100 lb. live weight ranged from \$6.50 in Manitoba to \$9.62 in Quebec. The price of unwashed wool was 18 cents in 1910 and 17 cents in 1909, and of washed wool 24 cents for each year.

The average value of occupied farm land in the Dominion was \$38.45 per acre or 15 cents less than for the previous year. It was highest in British Columbia, where the cost of clearing is heavy and the land is largely occupied for fruit growing—the average being \$74 per acre, or 56 cents per acre more than in the previous year. Ontario comes next with \$48 per acre, which is \$2.22 less than in 1909.

Farm help for the summer season shows an average of \$35.15 per month for males and \$20.70 for females, counting board, as compared with \$33.69 and \$19.08 respectively in the previous year. Males have an average of \$347.10 and females \$209.69 per year counting board, as against \$336.29 and \$206.08 respectively for 1909. The highest prices per month in summer are paid in Saskatchewan, Alberta and British Columbia, where they are \$40 and over for males and \$25 and over for females, counting board. The average rate of board per month ranges from \$8 for males and \$6 for females in Prince Edward Island to \$20 and \$17 respectively per month in British Columbia.

The rates of wages and board are quoted for the farm, where males are employed on the land and females in the house. They are averages computed from a large number of returns by farmers to the Census Office.

It seems that anybody can fly if they will only go about it the Wright way.



Interior view of the main floor of Canadian Lightning Arrester and Electrical Co. at Winnipeg. Showing machines for spinning copper cable.

Soil of the Prairies.

Professor Thomas Shaw, Minn., says:

"The first foot of soil in the three Provinces in Manitoba, Saskatchewan and Alberta, is their greatest natural heritage. It is worth more than all the mines in the mountains from Alaska to Mexico, and more than all the forests from the United States boundary to the Arctic Sea, vast as these are. And next in value to this heritage is the three feet of soil which lies underneath the first. The subsoil is only secondary in value to the soil, for without a good subsoil the value of a good surface soil is neutralized in proportion as the subsoil is inferior. The worth of a soil and subsoil cannot be measured in acres. The measure of its value is the amount of nitrogen, phosphoric acid and potash which it contains, in other words, its producing power. Viewed from this standpoint, these lands are a heritage of untold value. One acre of average soil in the Canadian West is worth more than twenty acres of average soil along the Atlantic seaboard. The man who tills the former can grow twenty successive crops without much

diminution in the yields; whereas the person who tills the latter, in order to grow a single remunerative crop, must pay the vendors of fertilizers half as much for materials to fertilize an acre as would buy the acre in the Canadian West."

Homesteads in the Old Country.

An organization called the Land Union has launched a scheme in England the purpose of which is to practically colonize that country with small homesteads, which are to be paid for on the installment plan. Only 50 or 60 cottages will be built the first year, but if the plan works as expected, the number will be increased year by year.

The first 12 homesteads to be provided were awarded to men picked from the great number of old army and navy men, policemen, and ex-civil service men who filed applications, all of whom have small pensions. Plans were made out showing the selected sites and neighborhoods, and the designs of the cottages and buildings, along with statements of the exact amount of costs and the annual payments which will pur-

chase the homesteads over a course of years. This information was then placed before the selected men, who were permitted to modify them as would best suit the size of their families, the amount of the installments they could pay, and the nature of the agricultural or horticultural work they wished to practice. The monthly or quarterly sums the families thus provided with homesteads will have to pay will scarcely exceed the amounts ordinarily paid out in rent. The majority of the homesteads will not have more than three acres of land, the idea not being to provide a complete livelihood to the men, but to increase the income and provide a good home in the country.

New Hemp-Stripping Machine.

A hemp-stripping machine, invented by a resident of Manila, and manufactured in Hongkong, is being tested in the Philippines.

According to the U. S. Consular Reports the machine is an adaptation of the Philippine hand method of hemp stripping. It consists of several rollers and cutters mounted in a framework 12 feet long, 4 feet high, and 4 feet wide, the machine being mounted on skids, so that it can be drawn about the hemp fields by an ox or caribou. A $3\frac{1}{2}$ -horsepower gas engine supplies the power. The machine strips the hemp from butt to tip, the butt stripper preparing the stalk for passing through the machine by removing all secondary fibre, with the result that only the first-class fibre is saved. It is claimed by the owners that with 12 men the machine will do the work of 40 hand strippers.

The only question about the success of the machine seems to be in the quality of fibre turned out. To settle this a number of the machines have been taken into the Philippine hemp districts, and are now being employed in stripping a sample lot of 30 bales of hemp fibre, which will be shipped to Pacific coast rope concerns for tests in rope making. Careful record of the work done by the machine is being made and the use of the stripped fibre will be carefully watched so that an exact knowledge of its economic worth from the first to the last stages of rope making may be had. Inasmuch as this is the first serious effort to use machines in hemp production, the results are of great interest to all engaged in the industry and trade. In the event of the continued success of the machines their manufacture in the United States upon a large scale will be undertaken.

Do it now—to-morrow some one else may have done it, and collected the money.

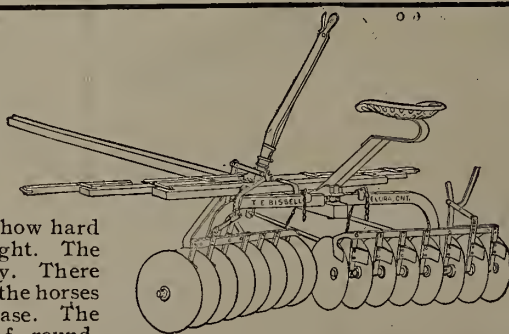
This is the Bissell

The Harrow that Wins in Competition

The wonderful capacity of the "Bissell" Disk Harrow is opening the eyes of up-to-date agents to the fact that here in Canada is made the best Disk Harrow in America. The "Bissell" is sweeping the field. It is winning field competition after field competition. It is designed by our Mr T. E. Bissell, who has for years made a specialty of Disk Harrow construction.

Try it yourself and see what a Disk

Harrow designed by a specialist will do. See how the "Bissell" stays right down to its work no matter how hard the land. The gangs stay tight. The plates stir the soil thoroughly. There is but little neck weight, and the horses do more work, with greater ease. The axles are square instead of round. The construction is simple, yet durable and trouble-proof. After you've seen the "Bissell" in action you'll want the "Bissell" agency. So write—



T. E. BISSELL CO. Ltd., Dept. E., Elora, Ont.

JOHN DEERE PLOW CO. Ltd. AGENTS—Winnipeg Regina Calgary Edmonton Lethbridge

Good Advice to Dealers.

President Smith of the Texas Hardware and Implement Association offered some good advice to dealers at the annual convention recently held in Houston. It seems that implement dealers are confronted with much the same difficulties in the south-west as in our North-West. Mr. Smith said in part:

"If there are a lot of men on earth to-day who should get together on prices, terms, outside competition, etc., it certainly is the hardware and implement dealers of each town and section. I have made it a rule ever to be on the most friendly terms with my competitor, and try always to bear in mind that he also has rights and is entitled to some trade. I attribute much of my success in business to my efforts at all times to maintain this spirit in my store. Generally we are

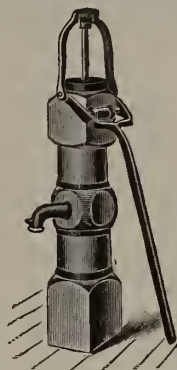
our own worst enemies. We come to the annual convention and make a great noise about catalog house and peddler competition, parcel post accounting, freight rates, direct sales, etc., and then go home and immediately begin to tell our customers what a rascal our competitor is and see how low we can sell goods and live, instead of putting our heads together to improve prices and trade conditions in our own locality. There are some men to whom it is 'gall and wormwood' to see another man succeed. They presume at once that his gain is their loss and proceed forthwith to cut the prices instead of adopting some of the successful man's methods and aggressiveness. Cutting prices is not only silly, but it is dangerous. It is nonsense to cut a price because your fellow dealer does. You would not beat your wife because he did, and why should you commit

suicide because he does? for petty jealousy and price-cutting are certain death to dealers who long persist in such tactics. Get together and rather let good fellowship abound.

"Oft times the trouble you imagine lies with your competitor is really with the man you see in the looking glass.

"Stop peeping through your

competitor's fence and throw the old tin cans out of your own yard. Don't be afraid to ask a profit on your goods. The man who tries to meet every cut price will soon find it very hard to meet his bills. Is it worth while that we jostle a brother bearing his load on the rough road of life? Is it worth while that we jeer at each other in blackness of heart? That we war to the knife? God pity us."

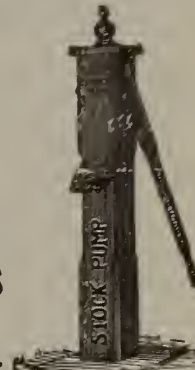


Mr. Dealer Cater Can Sell You

Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order
Brandon Pump & Windmill Works

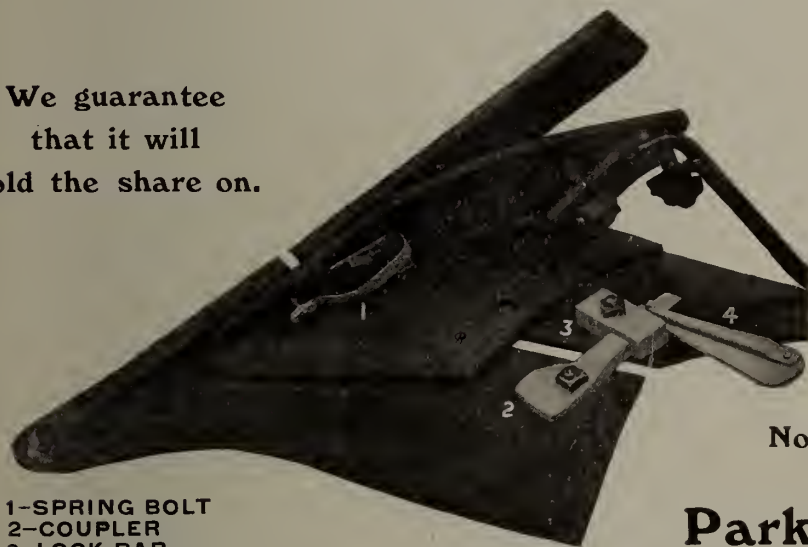
Brandon Man.



Plowshare Fastener

CHEAPER THAN BOLTS—AS STRONG

We guarantee
that it will
hold the share on.



1-SPRING BOLT
2-COUPLER
3-LOCK BAR
4-WEDGE KEY

Saves Time
Saves Money



No Plow Complete Without It.

Parks-Coughlin Plowshare Fastener
(Guaranteed)

Every Plowman in Your Territory Will Want It!

BECAUSE IT ELIMINATES

- All Bolt and Burr troubles.
- Sprung Share troubles.
- Need of nightman to change shares on engine gangs.
- The need of tipping the plow over.
- The need of hammer and punch to force holes in share in line with those in the frog.

It Fits Your Plows.

The fastener is easily attached and need not be removed until the plow is worn out. The value of time and bolts saved, not to speak of the saving of shares and the better grade of work done, will more than pay for a set, in one year. One set lasts a lifetime.

It has stood every test.

It holds the share on with an iron grip, in spite of gumbo, rocks or stumps, and yet permits it to be taken off and put on so easily that a boy can do it.

Change Shares in forty seconds.

Simply lift the plow out of the ground, loosen the wedge key by tapping it at the tip with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share in position, insert the wedge key, secure the spring bolt, and drive the wedge key in with your wrench.

MR. DEALER:—Why not have this device pay your sales expenses?

WRITE US TO-DAY.

Implement Specialties Corporation, Ltd. 45 Merchants Bank Building, Winnipeg.



Twenty-two Car-loads of The Hart-Parr Modern Farm Horse Going West.

Hart Parr Tractors for Canada.

A solid trainload of the Hart-Parr Kerosene tractors passed through Winnipeg during the latter part of March en route to Portage la Prairie, from where they will be distributed throughout Manitoba and Saskatchewan.

The train was composed of 22 cars, and nearly every one of them was loaded with two of the Hart-Parr tractors.

These machines are aptly termed by the makers the Modern Farm Horse, and that they are capable of taking over the duties that were formerly assigned to the horse will be readily admitted by anyone that has watched them at work tearing up the prairie sod and transforming it into a seed bed.

Unlike its predecessor, the horse, the kerosene tractor can be kept steadily at work as long as there is sufficient light to carry on operations, and with two shifts of men working, when haste is an important feature, an enormous acreage can be turned over and prepared for seeding which would be an impossibility without this horse of steel.

The trainload of tractors referred to came from the Hart-Parr works at Charles City, Iowa,

and was run from Emerson over the Canadian Northern lines by daylight, and was also run from Winnipeg to its destination under the same conditions.

These tractors, it is said, will do the work ordinarily requiring heavy draft horses, at a daily cost of about one-half what the same work would cost if done with horses. Such tractors as these are largely responsible for the tremendous development that is going on in Western Canada at the present time.

The Hart-Parr Company expect to ship at least two more trainloads during the spring to Western Canada.

Canadian Implements in South Africa.

The South African market for agricultural implements and machinery is one which has not so far been sufficiently exploited by Canadian manufacturers, who have a great advantage over German and U. S. makers, due to the 3 per cent. preference and cheaper transportation facilities. According to a report of the Department of Trade and Commerce, among the plows used in South Africa a well known Canadian make has

large sales. Most of these plows are made specially suitable to local conditions, and many of the manufacturers, if not all, send over experts to South Africa from time to time in order to get in touch with the demands of the agricultural community.

Canadian manufacturers of agricultural implements, contemplating the opening of a trade with South Africa, must bear in mind that the largest proportion of manual labor is performed by Kaffirs. It is, therefore, a necessity that the articles be made as simply and strongly as possible. If there are any parts easily broken about an implement, the average Kaffir will discover them quickly. Plowing is generally done with a span of from eight to fourteen oxen, but in Natal mules are coming into more general use, owing to the ravages of East Coast fever.

About a year ago a circular letter was addressed to all the farmers' associations located within the jurisdiction of this office, with the idea of ascertaining the kind of plow considered most suitable to the various parts of the country. The replies received expressed widely divergent opinions, and exhibited an entire absence of settled opinion on the part of the associations with regard to the subject.

The popularity of an implement is greatly influenced by the ability of the selling agent, and the total sales in this country by the system upon which they are pushed. At present it is somewhat difficult to obtain agents to handle a new line, as the best of those ostensibly in the business are already connected with some particular make. Still, the enterprising, determined manufacturer in Canada need have no fear of not being able to secure reliable firms to handle his output, if this be of the right class, and he can give assurances of his ability to handle the trade and to support his agent actively.

The only proper method for an exporter desiring to work into this market is to send out an expert to study local conditions, get hold of the articles most in demand, improve on them, and then intelligently and aggressively push their sale.

As the splendid feeding properties of lucerne are becoming more widely known, this fodder crop, where there is sufficient water to admit of it, is becoming more extensively grown and is leading to a demand for lucerne cultivators. The most successful one is a local product, made in Cape Colony. Most of the plow manufacturers also export harrows and cultivators.

Before shipping implements, each package should be carefully examined to ensure that it is properly marked. The stencilling should be perfectly clear. Confusion between figures as '3' and '8' ought to be strictly avoided. There is nothing to prevent bold stencilling on large packages; on small ones, of course, it is necessary to use marks of a reduced size.

Good Roads and Autos.

The movement for better roads in Manitoba is making splendid progress. Around Winnipeg, the municipalities have taken the work up with vigor and there has been a good deal of progress made to which new stretches of good road are added each year. The latest and most ambitious project of the Good Roads Association is the building of a highway from Winnipeg to Winnipeg Beach, a distance of some sixty miles. The

Have You Received One?

We mean one of our Implement Supply Catalogues. We have just issued a catalogue dealing exclusively with Implement Supplies. If you have not already received one you will shortly.

Our representative is now on the road and will call on you in due time, but do not wait, send us your orders.

D. ACKLAND & SON Ltd., Winnipeg.

Beach is Winnipeg's most popular summer resort, and is at the shore of a freshwater sea larger than Lake Ontario. With a good road from Winnipeg, automobile parties will make the Beach trip in great numbers. Fortunately, there are a good many deposits of gravel outlying about Winnipeg, some of stone, so that road metal is not lacking, and an era of good road building undoubtedly is at hand for Manitoba.

The good roads movement is the complement of the fast increasing automobile trade. The number of motor cars in Manitoba doubles every year, and there are now about 1,700 cars in the province. Automobiles are particularly useful in this country because they may be run all the year around in the cities. In the summer the prairie trails are ideal motor roads, except in rare times of rain, and in the winter the snow packs down so hard on city streets that cars are run about freely all winter, the only necessary precaution being the covering of the engine to keep the oil from chilling when the car is standing.

Potato Machinery in Demand.

The Canadian Potato Machinery Co., Ltd., have shipped a carload of Potato Cutters and Planters to Winnipeg and one to Ottawa.

These cars will be followed up a little later in the season with others, as the orders now on hand are sufficient to take care of nearly all the contents of the cars shipped.

The Company makes it a point to carry a full supply of machines at all times and are in a position

to fill orders promptly from the above mentioned places.

J. C. Fitzgerald, of the Smith Manufacturing Co., of Chicago, Ill., was visiting with the above concern at Galt, Ont., for several days looking into the prospects for business on litter carriers in Canada. The carrier manufactured by the Smith Manufacturing Co. in the United States is a very complete outfit. The one car can be operated over a ridged track in the barn and flexible rod track in the yard. From a push at the barn the car will travel out, dump itself by means of a trip and return automatically.

Mr. Fitzgerald expressed the opinion that there are prospects for a big trade in Canada for an outfit of this kind, as it is the thing the farmers want and have been looking for.

Catalogues fully describing this carrier can be had for the asking from the Canadian Potato Machinery Co., Ltd., Galt, Ont.

Mr. Otto Knoerzer, of Hammond, Ind., vice-president of the Canadian Potato Machinery Co., on March 20th made a deal with Mr. A. M. Rush, of Preston, Ont., whereby the former concern bought out the Rush Stable Supply factory and business. The Canadian Potato Machinery Co. will continue to run the Preston factory for the present until the stock on hand is manufactured into a finished article. As soon as this work is completed, the stock, machinery and tools will be moved to Galt. It is the intention of the Canadian Potato Machinery Co. to increase and develop the new line.

Mr. A. M. Rush becomes financially interested in the Canadian Potato Machinery Co. and

takes a position as mechanical man. His time will be occupied in looking after and developing the new line.

The company feel well pleased with the deal as there are bright prospects in the new line, which in the near future should develop very profitably.

A Tale with a Moral.

Down in Virginia a farmer had an ox and a mule that he hitched together to a plow. One night, after several days of continuous plowing, and after the ox and mule had been stabled and provendered for the night, the ox said to the mule: "We've been workin' pretty hard, let's play off sick to-morrow and lay here in the stalls all day."

"You can if you want to," returned the mule, "but I believe I'll go to work."

So next morning when the farmer came the ox played off sick; the farmer bedded him down with clean straw, and gave him fresh hay, a bucket of oats and bran mixed, left him for the day and went forth alone with the mule to plow.

All that day the ox lay in his stall, chewed his cud and nodded, slowly blinked his eyes and gently swished his tail.

That night, when the mule came

in, the ox asked how they got along plowing alone all day. "Well," said the mule, "it was hard and we didn't get much done, and—"

"Did the old man have anything to say about me?" interrupted the ox.

"No," replied the mule.

"Well, then," went on the ox, "I believe I'll play off again to-morrow; it certainly was fine lying here all day and resting."

"That's up to you," said the mule, "but I'll go out and plow."

So the next day the ox played off again, was bedded down with clean straw, provendered with hay, bran and oats, and lay all day nodding, blinking, chewing his cud and gently swishing his tail.

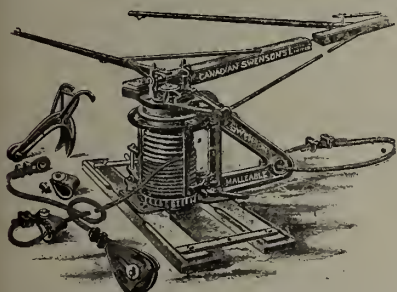
When the mule came in at night the ox asked again how they had gotten along without him.

"About the same as yesterday," replied the mule coldly.

"Did the old man have anything to say to you about me" again inquired the ox.

"No," replied the mule, "not to me, but he did have a damn long talk with the butcher on the way home."

We hear a great deal about the Almighty Dollar; but there isn't anything almighty about a dollar. It can't even buy a clear conscience.



This is the Celebrated Swensons' Malleable Stump, Tree and Bush Puller.

Made in five different sizes, and for all purposes

Now Mr. DEALER, are you aware of the fact that you lose a very profitable

business if you do not secure the Agency on this Machine? We have special apparatus for the Northwest Trade, such as scrub and burnt-over willows and poplars, either cut or standing. Positively it is the only Machine that will do the work. If you allow your competitor to get this Agency you have only yourself to blame.

CANADIAN SWENSONS Ltd., William St., Lindsay, Ont.

CORRUGATED SHEETS

4, 6, 8 and 10 feet long by 33 inches wide

Make the ECONOMICAL covering for

BARNs and IMPLEMENT SHEDS

Send sketch of building and I will quote for covering it.

H. F. NOBBS

839 HENRY AVENUE
WINNIPEG, MAN.



Farm House and Barns of Bruce and Morriss, Lashburn, Sask.

Lashburn, Sask., Sept. 15, 1910

Canadian Lightning Arrester and Electrical Co., Winnipeg, Man.
Dear Sirs:—In reply to your favor of the 30th ult., we would say that your system is in every way satisfactory and the same was installed in a very workmanlike manner by your representative. We shall be glad at any time to recommend your system to others.

Yours truly,

BRUCE & MORRIS.

CANADIAN LIGHTNING ARRESTER & ELECTRICAL CO., LTD.
Winnipeg, Manitoba

New Sharples Building.

An evidence of progress and prosperity in the cream separator business is the new home of The Sharples Separator Co. now in course of erection at the corner of Jefferson and Washington sts., Chicago. The picture here shown is taken from the architect's design, and gives a very good idea of what the new building will be when completed. It is located right near the centre of Chicago, one block from the new C. & N. W. Ry. depot and within three blocks of the Union Depot. The close proximity of the two chief railway stations, together with the fact that electric street cars pass directly in front of the entrance, makes it easy of access to all dealers and others who visit Chicago. This will be of interest to implement dealers in general, for The Sharples Separator Co. claim to be the first separator concern to adopt the policy of selling farm cream separators through dealers exclusively, and thousands of implement dealers in the United States have for years acted as agents for the Sharples machines.

The new building is of fire-proof, reinforced concrete construction, ten stories and basement, and is intended to be the most extensive, the most convenient and the most luxurious cream separator sales' offices in the world. The entire first floor will be devoted to the sales department, where samples of the complete Sharples line will be displayed and where visitors can receive courteous and careful attention. This new ten story building for the accommodation of Western customers taken as an adjunct to the Sharples fac-



New Sharples Building at Chicago.

tory at West Chester, Pa., which is said to be the largest cream separator factory in the world, must necessarily add to Sharples prestige and augment the strength of a business which has enjoyed a steady growth for thirty years.

The Chicago branch of The

Sharples Separator Co. was for years located at the corner of Canal and Washington sts., until the building was torn down to make way for the handsome and immense new depot of the C. & N. W. Ry. Co. The new Sharples building is less than two blocks from the old location, which will seem to the Sharples officers and employees, as well as their customers, very much like getting back home. It is expected that the new building will be completed and ready for occupancy about Oct. 1st, 1911.

Calgary.

J. A. McLean, who has had charge of collections in Alberta for the Massey-Harris Co. during the past few years, has returned to Toronto for the same company, where he has been appointed to a responsible position in the repair department.

Thos. Cull, western collection manager at Winnipeg for the Cockshutt Plow Co., spent a few days in Calgary recently on business connected with his department.

The regular monthly meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held in Calgary on Saturday evening, April 1st. Dinner was served at 6.30 at the Calgary Dining Parlors after

which the business of the evening was proceeded with. The matter of greatest importance to the Association at the present time is that of a uniform contract and order form for machinery. It has been forcibly brought to the attention of the machine companies that some such action will be necessary to prevent unfair and unreasonable legislation being introduced by some member who is looking for votes and popularity at the expense of implement concerns. It has been felt that by adopting a uniform contract which does not contain the objectionable features of some of the companies an order or contract can be prepared which will meet with the sanction of the cabinets and the steadier members at least and will prevent any hasty or unwise action. Draft copies of such orders and contracts have been drawn up and submitted to the head offices of the various concerns and while these will doubtless require some revising they cover the main points fairly well.

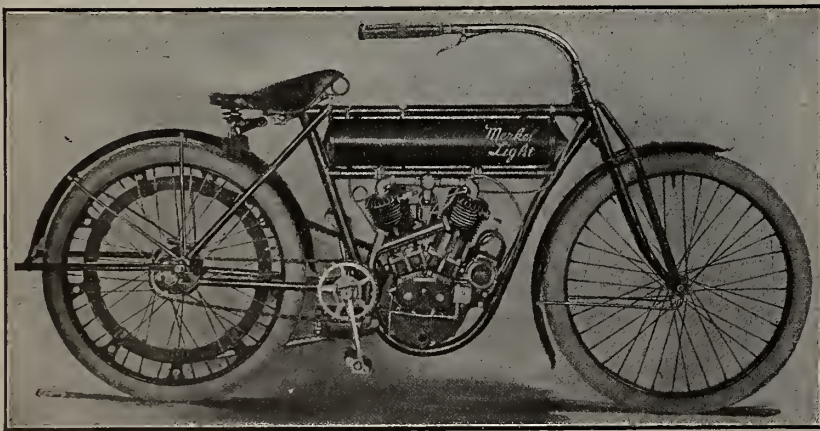
F. J. Carscallen, who has had charge of the Red Deer and Wetaskiwin block for the Cockshutt Plow Co., and J. Malcolm, who has had charge of Red Deer Block for the International Harvester Co., have resigned their positions to go into partnership in the real estate and insurance business in Red Deer. Both men are very well known throughout Alberta and will be missed from the road.

Conditions and prospects for 1911 in Alberta are splendid; in fact never were better at this season of the year. There has been considerable moisture right along and during the last few days in March a soft, heavy snow fell quite heavily without a break and about eight inches on the level fell in one week. The storm was general pretty well over the province and makes the crop practically assured. This makes the farmers, ranchers, implement men—in fact, everyone smile, and while such a snow storm at this season of the year is something unusual here and may not look particularly well in print, it is just what we all wanted.

Until the snow came the weather was very fine and a great deal of work in harrowing, etc., had been done on the land. This, of course, will put a stop to that for a week or so.

Immigration is heavy and is being pretty evenly distributed throughout the province. A great deal of money is coming in with the settlers and as a result cash sales are very satisfactory.

A kerosene 7-ton oil locomotive has just been built in Manchester, England, for a native State railway in India. It will draw a load of 18 to 20 tons up an incline of 1 in 150.



Motorcycles are going to sell in the West this year and you can get some of the business. Why not write to-day for the best agency proposition offered in the West.

THE FLYING MERKEL

has a reputation that makes sales come easy. Get in line.

CANADIAN DISTRIBUTERS

Dominion Cycle Company

224-226 Logan Ave.

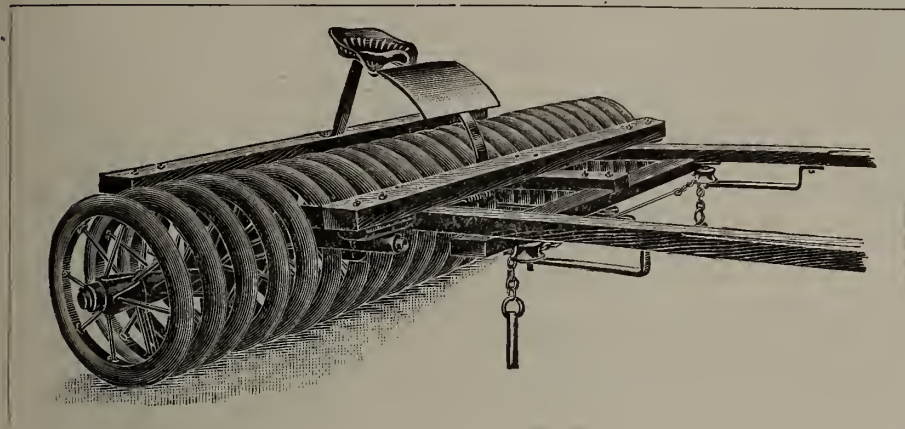
WINNIPEG

Be Prepared for a Dry Season

THE

Brandon Sub-Surface Packer

makes a perfect seed bed which retains all the moisture



GOOD MATERIAL BEST FINISH
WELL BRACED BUILT FOR WORK
RIGHT DESIGN

SUB-SURFACE PACKING IS NECESSARY
TO ENSURE A GOOD CROP

The Brandon Sub-Surface Packer is the only perfect machine
for the purpose

Send for Catalogue

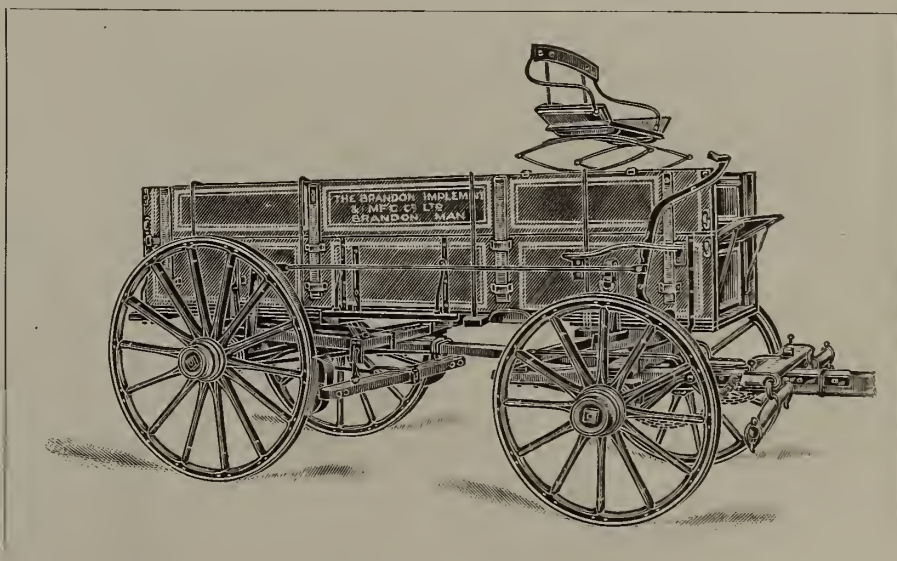
BRANDON IMPLEMENT & MFG. CO. LTD., BRANDON, MAN.

The Brandon Wagon

The Wagon for the West

The best material combined with skilled workmanship

STRONG AND DURABLE.
FULL CLIPPED GEAR. BENT FELLOES.
PROTECTED at joints with heavy plates.
RIMS rivetted at each side of the spokes.
TIRES cut and welded to fit. Shrunk on
by hydraulic power.
CUPPED HUBS AND SKEINS. FLANGED
TO FORM SAND PROTECTOR.
BOX WELL BRACED AND HEAVILY
STRAPPED.
REACH STIFFENED AND BRACED TO
STAND ALL STRAINS.



Send to us to-day for Illustrations

BRANDON IMPLEMENT & MFG. CO. Ltd.

BRANDON

MAN.

The "Manitoba" Line.

The demand for time and labor-saving machinery on the farms of Canada is constantly increasing. New concerns, both manufacturers and jobbers, are locating in the West almost daily, and old established firms are compelled to open new branches to keep pace with the wonderful growth of their business.

It is reported from Brandon that G. F. Williamson, manager of the Manitoba Windmill and Pump Company, has just returned from Calgary, where he completed arrangements for opening a branch house for his company at that point, where all Alberta goods will be shipped. The demand for their windmill and gasoline engines has grown so fast that they are forced to open this branch in order to be closer to their Western customers. A full stock will be carried there and will prove a great convenience not only to local agents but to past and prospective customers.

C. W. Northcott, who has for several years been sales manager at Brandon, has been promoted to the management of the Calgary branch, and with his intimate knowledge of the requirements of the trade and his long experience in this line, is in position to give good service.

A. J. Britton, also for many



Mr. C. W. Northcott.

years connected with the firm, and one of the best known rustlers on the road, will be the company's travelling representative for Southern Alberta. Mr. Fowler, until recently with the Ontario Wind Engine and Pump Company, will represent them in Central Alberta with headquarters at Wetaskiwin, while a third traveller will look after Northern Alberta, with headquarters at Ed-

monton. Mr. Williamson has also arranged to carry a transfer stock at Lethbridge, so that quick shipments can be made to the southern portions of the province, and later on he will arrange similar convenience at Edmonton.

This company have a very complete line of their popular "Manitoba" vertical and horizontal gas engines, windmills, feed mills, wood saws, wood and iron pumps, etc., and will this year handle one of the best known and longest manufactured well drills on the market. It would be well for both dealer and customer to remember that the Manitoba line has been manufactured in the West over nine years and is considered by the trade generally to be among the top notchers, having the advantage of being designed to suit the special conditions in the Canadian Northwest.

Regina.

Saskatchewan's Seventh Annual Winter Fair, which came to a close on March 24th, will go down in history as being the most successful winter show ever held in Regina, this being the consensus of opinion of those who attended the Fair. The officials are to be congratulated on the success which crowned their efforts. The following officers were elected to the Winter Fair Board for 1911: President, Robert Sinton, Regina; vice-pres., Alexander Mutch, Lumsden; sec-treas., P. M. Bredt, Regina. Mr Bredt is also secretary of the four Live Stock Associations — Horses, Cattle, Sheep, and Swine.

It is reported that an implement company operating in Battleford, Sask., have booked over 30 gasoline plowing outfits for operation in the immediate vicinity. The great demand for these machines, it is understood, has been created owing to the excessively high prices which are asked for horses

in that district.

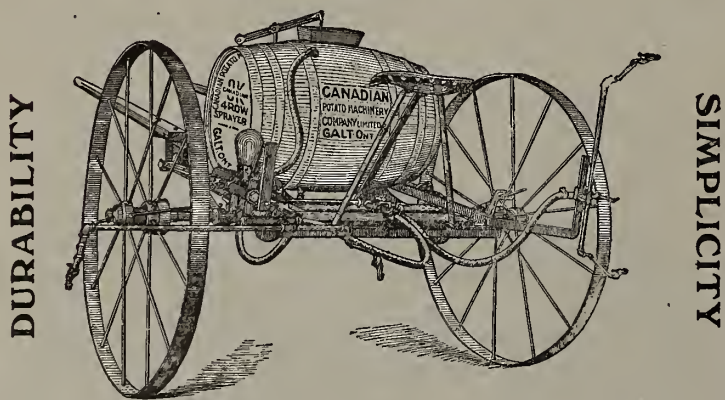
The Regina Implement Dealers' Association held a regular meeting on Saturday, March 25th, at which a good attendance was present.

C. Dickinson, collection manager, Cockshutt Plow Co., was recently a business visitor to Swift Current, where he transacted some important business matters for the firm. Mr. Dickinson reports that the implement trade along this line is exceedingly heavy, and the end of this season, it is anticipated, will show a larger volume of implements sold than ever before. He further states that a considerable number of the dealers along this line are adopting a novel idea in representing their particular line, by stringing up very attractive banners across their warehouses, designating the kind and make of the implements which they handle. We are glad to note the wide-awake methods these dealers are adopting in advertising their particular lines, and trust that the example may be more universally adopted by all implement dealers.

The Rumely Co., makers of the famous oil-pull tractors, have enroute from their factory at LaPorte, Ind., a special train consisting of 40 cars of these engines, billed straight through to Regina. It is understood that the C.P.R. are arranging to make this train a daylight special, leaving Winnipeg, Monday morning, March 27th, via Arcola line. This is the third train load of its kind from their factory this season for distribution in the Northwest, and it is understood two more are expected in a very short time, which will make a total of 150 tractors received in Regina before the first of May. The present shipment is valued at \$110,000 with additional freight charges amounting to between \$6,000 and \$7,000. A feature of special interest in connection with this shipment is that of demonstrating the operation of the en-

O.K. Canadian 4 Row Sprayer

RELIABILITY



DURABILITY

SIMPLICITY

Write for our 1911 catalogue describing our complete line of
**POTATO CUTTERS; PLANTERS;
SPRAYERS; HILLERS and 2 HORSE
DIGGERS**

CANADIAN POTATO MACHINERY CO.

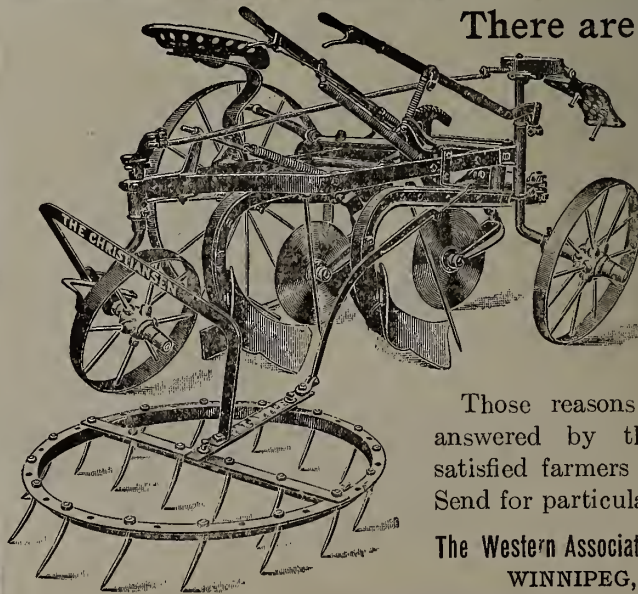
LIMITED

GALT

ONTARIO

Transfer House in Winnipeg with complete stock of Machines and Repairs on hand.

There are Reasons



WHY The Christianensen Attachement is the only really saleable attachment on the market to-day.

Those reasons are plainly answered by thousands of satisfied farmers using them. Send for particulars to

The Western Associated Retailers Co.
WINNIPEG, MAN.

gines for the benefit of implement dealers and others interested at all stopping places along their route from Winnipeg to Regina. This work will be conducted by 6 students of the Rumely Oil Pull School of Regina, who for some weeks past have been conducting a school in connection with their headquarters here, whereby anyone interested in their engines may acquire a good practical knowledge of same free of all charges. This school is under the personal supervision of the manager, Mr. B. G. Baker, and he is to be highly commended for founding and conducting an institution of this character in Regina.

A. L. Wilson, who for the past two years has been connected with the Cockshutt Plow Co. at Regina, has resigned his position and is now manager of the Kerr Robert Implement Co., of Kerr Robert, Sask. Before leaving he was presented by the staff with a handsome gold watch and an appropriate presentation address, testifying to the great esteem and respect in which he was held. The address was delivered by the manager, G. S. Harold. Mr. Wilson has a good, practical knowledge of the implement business, having served in the factory at Brantford for two years, and we are assured that his efforts will result in placing the Kerr Robert Implement Co. in the front ranks. He was a conspicuous figure in all kinds of athletics, and his presence on the Diamond will be sorely missed this coming season. We tender him our very best wishes for his success in his new sphere of activity.

H. W. Cockshutt, of the Cockshutt Plow Co., recently returned from a business trip to Brantford, Ont., the home of the Cockshutt implements, and states the factory there is taxed to the limit of its great capacity, working day and night endeavoring to execute the exceedingly large number of orders it has on hand.

F. D. Blakely, manager Canadian Farm Implements, was a visitor to Regina during the week of the Fair on business connected with this valuable publication.

Among the well-known implement dealers visiting Regina during Fair Week were the following:—Jas. S. Wright, Lumsden, Sask.; Mr. Crosbie, of Crosbie & Moses, Caron, Sask.; Messrs. Wright & Rainville, Kendal, Sask.; W. H. Schultz, Kronau, Sask.; W. G. Robinson, Tyvan, Sask.; Mr. Thompson, of Thompson & Gilchrist, Qu'Appelle, Sask.; Mr. Bruce, of Bruce & Bryce, Kelliher, Sask.; E. W. McFadyen, Parkbeg, Sask.; Mr. Johnston, of Ashworth and Johnston, McLean, Sask.; J. G. Thompson, Liberty, Sask.

Implement Credits.

In urging upon dealers the importance of reforming credits we seem to have been misunderstood by some of our readers who interpreted what we have said to be in advocacy of the cash system, says Farm Implement News. The impression is erroneous. We have never intended to even convey the impression that the cash system would be desirable for the implement trade. We believe that the universal application of a cash rule would materially reduce the volume of business. Whether it would reduce profits is a question, for the credit system is responsible for many losses. Possibly with a cash system employed the net profits of all tradesmen would be larger. No one knows.

Credit has a stronger hold on the implement trade than any other and to eliminate it would be revolutionary. But to modify the terms on which implements are sold would be merely getting back to former conditions, for the time was when implement credits were more reasonable than now. They have been constantly growing worse in the past twenty years.

The times are never so good but the average farmer wants to buy his agricultural machines on credit. To make no credit the rule would cause many farmers to defer the purchase of new machines. The old ones would be kept in service longer. On the other hand the times are never so bad that the farmer needs the long credits he has been getting through the fat and lean years of the past two decades. The dealers' losses on credit sales have been greatly increased during the periods of depression because the credits were too long, for as a rule a short credit is the safer. It is always so when the debt is unsecured.

If there is any good reason why the payments on ordinary agricultural implements should be extended beyond the time when the farmers have gathered their crops no one has ever stated it in public discussion. The farmer has a ready market for all that he raises. Whenever he is ready to sell his crops the buyers are ready to pay him the cash for them. When the purchase involves a large sum of money the payments may be distributed over two and in some cases three years without doing violence to consistency, but it is merely absurd for a dealer to grant a year's time on a plow or a planter and eighteen months to two years on a wagon as is often the case.

We do not believe it is practi-

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co.
WAWANESA, MAN.

able to apply the cash system to the implement trade, but it is not only practicable to shorten credits; it is essential that it be done without further delay.

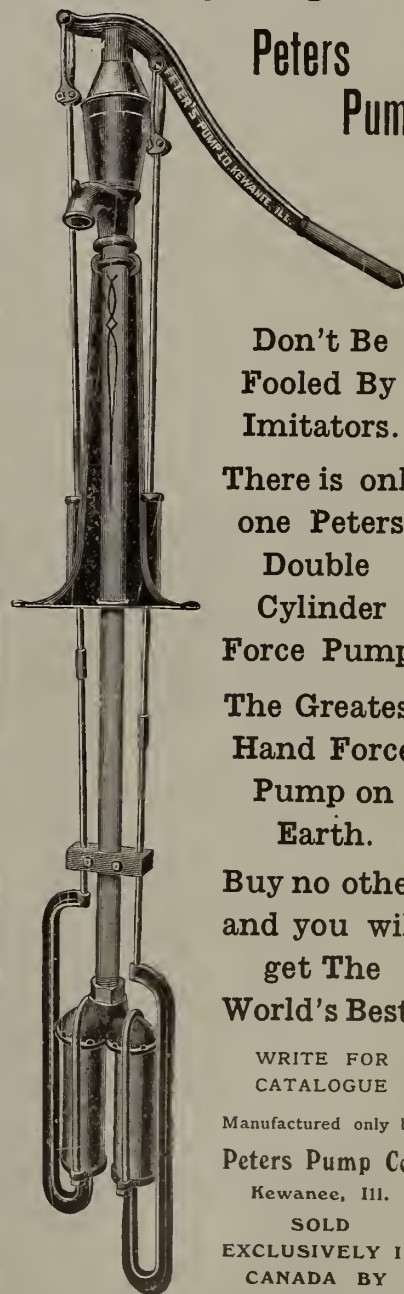
Attractive Hanger.

The Aspinwall Mfg. Co. are distributing to the trade a striking hanger which illustrates one of their No. 3 potato planters with sack hopper. The machine is beautifully reproduced in half-tone and two colors, showing the mechanism very clearly. Dealers who are interested should write the company at Jackson, Mich., for one of these hangers.

It is the same factory whistle blowing at quitting time in the evening that blows for starting time in the morning, but just think of the difference in the effect it has on one's feelings! It is the same way with things said; the same things, said at different times, may have varying effects.

The Only Original

Peters Pump



Don't Be
Fooled By
Imitators.

There is only
one Peters
Double
Cylinder
Force Pump.
The Greatest
Hand Force
Pump on
Earth.

Buy no other
and you will
get The
World's Best.

WRITE FOR
CATALOGUE

Manufactured only by
Peters Pump Co.
Kewanee, Ill.

SOLD
EXCLUSIVELY IN
CANADA BY

Tudhope, Anderson & Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

Dowagiac Drills & Seeders
Are the Leaders
REASONS WHY
ASK US NOW
DOWAGIAC MANUFACTURING CO.
YOU SHOULD KNOW
DOWAGIAC, MICH.

WANTED

Three A1 Traveling Salesmen
ONTARIO WIND ENGINE
& PUMP CO. Ltd., Winnipeg

MANAGER WANTED

By Manufacturer for Western Branch,
must be an A1 Man. Good Salary
and Prospects. Give full particulars.
Correspondence confidential. Address:
Canadian Farm Imps., 822 Union Bank
Bldg., Winnipeg. Manager A.

FRAZER AXLE GREASE.



Not affected by Heat or Cold.
Highest Awards at Centennial, Paris
and World's Fair.

MANUFACTURED BY **FRAZER LUBRICATOR CO.**
Factories: St. Louis, New York.
NICHOLSON AND BAIN, Agents,
WINNIPEG, MANITOBA.

Sugar Beet Factories.

It is reported from Claresholm, Alta., that at a large meeting of farmers, held March 25, the proposal of the Alberta Sugar Company to establish a beet factory there was enthusiastically received, and all present were confident of the success of the project. J. S. Dennis is president of the company.

U. S. Consul F. C. Slater, in reporting on the beet sugar industry of Canada, gives the following account:

There are only three beet-sugar factories in Canada, one at Wallaceburg, one at Berlin, Ontario, and the third at Raymond, Alberta. All appear to be growing in volume of business and efficiency. The daily capacity of the three factories is as follows: Wallaceburg, 850 tons; Berlin, 600 tons; Raymond, 400 tons.

The Raymond factory did not have a very successful season last year, because of the drought conditions prevailing there during the summer. Out of about 2,400 acres planted in beets, only 700 acres were harvested, yielding 4,829 tons, not quite 7 tons to the acre, for which the farmer received \$5 a ton. The quantity of saccharine was fair, however, averaging 15 per cent. The Raymond factory seems to have considerable difficulty in persuading the farmers to take the time and patience neces-

sary to raise sufficient beets to run the factory for the full season.

The highest test was at Berlin, where the average was 16.8 per cent. for the season, and here the farmer was paid \$6.10 per ton on 3,000 tons grown on about 2,300 acres. The factory at Wallaceburg during the season consumed the product of about 4,500 acres—50,000 tons. The average test was 15.62 per cent., and the average price paid \$5.70 per ton. The usual running season for a factory is about 100 days, but that at Wallaceburg keeps active nearly the year round by refining raw sugar imported from Germany and Austria-Hungary.

The sugar companies do not leave the raising of beets entirely to the farmer. They send out agents in the winter season who make written contracts, whereby the farmer agrees to plant and till a certain number of acres in beets. The company furnishes the seed, 15 to 20 pounds per acre. The seed is usually of the white German variety, imported from Germany or Austria-Hungary. The Ontario companies also keep a large number of laborers, usually Belgians, skilled in tending beets, whom they distribute where most needed. In addition the companies send out trained instructors to advise the farmer, to the end that the highest yield and richest saccharine contents may be attained.

The entire cost of raising and marketing a crop of beets may be estimated as follows per acre: Fall plowing, \$1.75; disk and spike-tooth harrowing, rolling and drilling, \$1.60; seed, \$2; hand tending, \$18; hauling to factory on cars, 12 tons, \$4.80; total, \$28.15.

A friable clay or sandy loam soil is best suited for the growth and maturity of the beet, which is an excellent crop to clean the land, enriching it and placing it in good condition for the following season's crop.

The sugar factories of Michigan send their representatives here to "write sugar beets" with the Ontario farmer for their factories. During the season of 1910 there were shipped to the Michigan factories from Ontario 57,302 tons, for which the farmer received \$257,855. Taking the quantity consumed by the three Canadian factories, 77,829 tons, plus the shipment to Michigan, 57,302 tons, give a total production of 135,131 tons of sugar beets as the Canadian crop for the year 1910.

For the year ended March 31, 1910, the sugar imports of Canada amounted to 497,781,481 pounds, while the product of the home factories was estimated at about 25,000,000 pounds.

Edmonton

H. H. Rogers, representing the Brandon Implement and Manufacturing Co., of Brandon, Man., was a visitor to the City and reports business as being good. Mr. Rogers, we understand, will continue to look after the interests of the various popular lines manufactured and handled by his company and at the same time will be interested with another old-time implement traveller in the real estate business in the rising city of Calgary. We wish them good luck.

M. P. Roblin, of the Canadian Moline Plow Co., was a visitor to the City in the interests of his firm, and in his enthusiastic manner, was telling of the many orders booked. He thinks this will be the banner year for the West and more especially Alberta. We believe he is right.

J. J. McKenzie, one of the old-timers in the implement business at Strathcona, has sold out and will devote his attention to automobiles. It was hard for Jack to let go altogether. The successors to J. J. McKenzie will be known as Adam & Klapstein, both of whom have had experience in the implement line.

John Shields, with the International Harvester Co. at Vancouver, B.C., was in the City a few days ago.

J. A. Latimer, Calgary manager of the Cockshutt Plow Co., was in the city a few days ago in the interests of his company.

A City of Concrete.

Broadway, the main street of Gary, Ind., is more brilliantly lighted than its New York namesake, is paved with concrete over its hundred feet of width and three and a half miles of length. The new union depot is concrete from top to bottom. The Steel Corporation has built already several hundred concrete houses, and the American Sheet & Tin Plate Company, a subsidiary of the trust, is now engaged on two hundred more. Almost no wood will be used. Even the floors and window frames are of the common material, and the houses are roofed with concrete shingles. They are made in steel molds of varying types of architecture, containing from four to twelve rooms and costing from \$2,000 to \$12,000. The American Bridge Company, another subsidiary concern, is building three hundred of these houses at a cost of a million and a half. The harbor project, the water tunnel and the sewer system deal only with concrete. The water tower is the highest concrete structure in the world. It is needless to say that this material is controlled by the great corporation which is now enlarging its plant to a capacity of a thousand barrels an hour. In the growing scarcity and increasing cost of lumber, all this furnishes an object lesson of economic value.

Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod.

The Oldest Established Business of this kind in Canada.



Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation. Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co., Limited

(Successors)

Hamilton

Ontario

Planet Jr.

Get double the present results from your time and labor. Use Planet Jr farm and garden implements, and secure bigger and better crops with less work.

Planet Jrs do the work of three to six men. They do it more accurately, and cause a greater yield. They are the result of a practical farmer's 35 years' experience. Fully guaranteed.

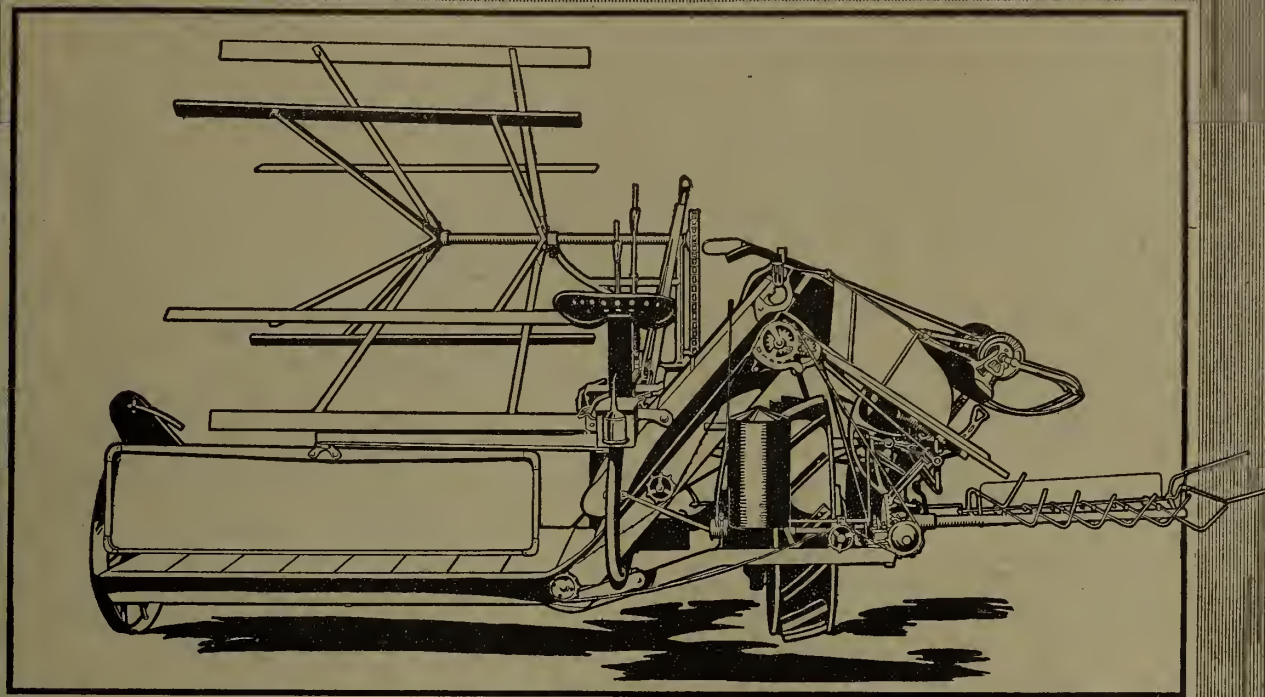
No. 6. The newest Planet Jr. Combination Hill and Drill Seeder, Wheel Hoe, Cultivator and Plow, opens the furrow, sows any kind of garden seed accurately in drills or hills, covers, rolls down, and marks out the next row—all at one operation. Perfect Wheel-Hoe, Cultivator and Plow.

Planet Jr 12-tooth Harrow, Cultivator and Pulverizer is a wonderful tool for berry-growers and market-gardeners. Works deep or shallow without throwing earth on the plants, and pulverizes the soil thoroughly. Invaluable wherever fine close work is needed.

You can't afford to miss the 1911 illustrated Planet Jr 56-page catalogue. Free and postpaid. Write today.

S L Allen & Co
Box 1108Z Philada Pa

Write for the name of our nearest Agency



THE BINDER

The binder is the reaper plus an education. The reaper set the dealer up in business, and then the binder kept him there. It was no longer ago than the late seventies that the binder became a fact. It took a lot of hard work, much money, and many experiments to evolve the principles of the first reaping machine into our modern twine binder. First, a seat was added for the driver; next, a platform, on which two men stood to do the binding; then came the wire binder; and, at last, the machine that is used wherever there are harvest fields.

The hard work, the money, and the experiments which reach back through the years of farm machine development culminate in the I H C line. Study the growth toward perfection of any machine, be it harvesting, haying, or corn; or investigate twine, manure spreaders, hay presses, gasoline engines and tractors, cream separators, wagons and motor vehicles, or tillage implements, and you will finally fetch up at the I H C line. It is standard, because it represents all the standards of farm machine progress; it is representative, because it represents genius past and present.

In the social world an alliance with an old and honored family is considered most fortunate. Is it not the same in the business world? Then why not form a fortunate alliance with the I H C line? The day such an alliance is announced, the dealer enjoys a prestige as strong as the history back of the line he represents. One of our blockmen, or a near-by general agent, or the Chicago office, will send further information to any dealer who asks for it.

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

(INCORPORATED)

CHICAGO

U S A



Reo Torpedo

The Classy Car

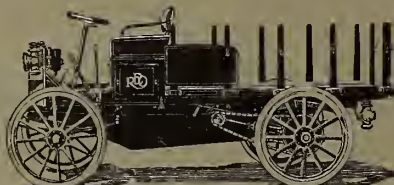
As we have always told you, the REO is the best.

THE REO for 1911 is fitted throughout with high service and Timpkin Roller bearings, same as used in the most expensive cars. Can you get such quality in any other medium priced car? Most assuredly not. Then you have the advantage of being able to get repairs at a moment's notice—a very important matter affecting the owner of any car. Besides, the Reo is fully guaranteed by one of the largest factories in the trade.

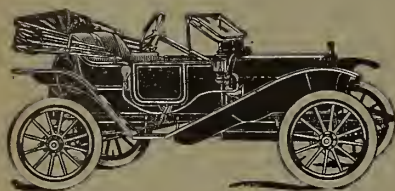
Another Reo

And a Good One

Simple Strong Reliable



Will do the work of three horses and three men—equipped with the famous single cylinder Long Stroke Engine which has for years given such good service.



The New Fore Door Hupp

The Swellest Little Runabout on the Road. Made like a Watch.

JOSEPH MAW & CO. LIMITED,
WINNIPEG, CANADA

CENTRAL CANADA INSURANCE CO.

BRANDON

In making your plans for the coming crop season are you giving due consideration to the very important matter of

Hail Insurance?

If you are, it is safe to say that you have decided, or will decide, to insure with us. Close inquiry into our business methods, our rates of premium, and our treatment of patrons who have been claimants for indemnity for loss could lead you to no other conclusion.

Eleven years of successful operation and increased patronage from year to year proves the merits of the plan on which we conduct Hail Insurance, and we invite the most searching inquiry into our record.

Our home offices are here in the provinces where we solicit patronage, within easy reach, should we fail to make good on anything we undertake.

Full information and the names of satisfied patrons in any district where we have done business will be furnished on application to

Any Local Agent or Insurance Agencies, Limited
General Agents: Brandon, Winnipeg and Regina.

THE CENTRAL CANADA INSURANCE CO.
THE SASKATCHEWAN INSURANCE CO.
THE ALBERTA-CANADIAN INSURANCE CO.

THE ALBERTA-CANADIAN INSURANCE CO.
EDMONTON

THE SASKATCHEWAN INSURANCE CO.
CANADA

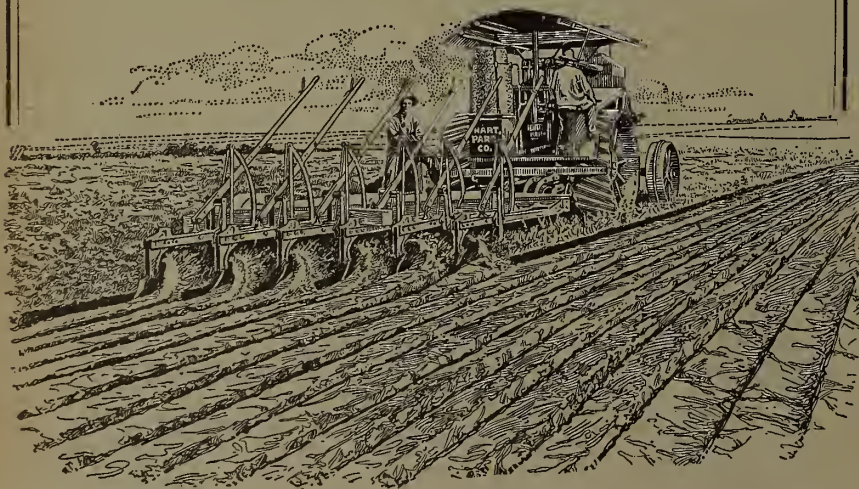
REGINA

The Modern Farm Horse

IS THE

HART-PARR GAS TRACTOR

Over 300 now in Western Canada.



The Tractor that is revolutionizing farming methods in Western Canada.

Best and cheapest power for breaking, plowing, disking, seeding, harvesting, threshing, hauling, etc.

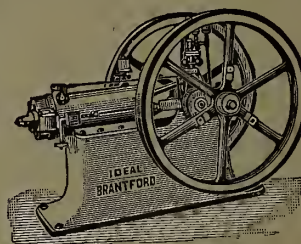
Uses Kerosene costing only 11c. nett per gallon, f.o.b. Winnipeg.

A good proposition for Live Implement Dealers.

HART-PARR CO.

36 MAIN STREET, PORTAGE LA PRAIRIE, MAN.

POWER OF THE HOUR



Ideal Stationary Engines
from 1½ to 50 H.P.

Ideal Gasoline Engines

STATIONARY

PORTABLE

TRACTION

DEALERS.—We want you to represent us in the following lines:—

Galvanized Steel Pumping Windmills, 8, 10, 12, 14, 16 and 20 feet.

Galvanized Steel Towers for all purposes.

Galvanized Power Windmills, 12, 13, 14, 15 and 16 feet.

Grain Grinders, 5 sizes.

Concrete Mixers, 2 sizes.

Iron Pumps, Lift and Force.

Wood Tanks, all styles.

Brass Cylinders, all sizes.

Water Pipes and Fittings.

Steel Frame Wood Saws.

NOTE.—If interested in Cement Mixers, write us in reference to our New All Steel Mixer.



Imperial Mill

Goold, Shapley & Muir Company, Limited

BRANTFORD

WINNIPEG

CALGARY

CANADIAN FARM IMPLEMENTS

VOL. VII., No. 5

WINNIPEG, CANADA, MAY 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 cents



Union Bank Building, Winnipeg.

UNION BANK OF CANADA

Established 1865

HEAD OFFICE—QUEBEC

PAID UP CAPITAL - - - \$4,000,000
REST AND UNDIVIDED PROFITS - - - \$2,600,000
TOTAL ASSETS (OVER) - - - \$46,000,000

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This Bank, having over 200 Branches in Canada—5 in the Province of Quebec, 51 in Ontario, 39 in Manitoba, 59 in Saskatchewan, 38 in Alberta, and 6 in British Columbia—extending from Halifax to Prince Rupert, offers excellent facilities for the transaction of all banking business in these Provinces. Collections and correspondence are invited.

The Bank has Agents and Correspondents in all cities of importance throughout Canada, the United States, the United Kingdom, the Continent of Europe, and the British Colonies.

The Great West Saddlery Co., Limited,

The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.

THE GREAT WEST SADDLERY CO., LIMITED.

BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

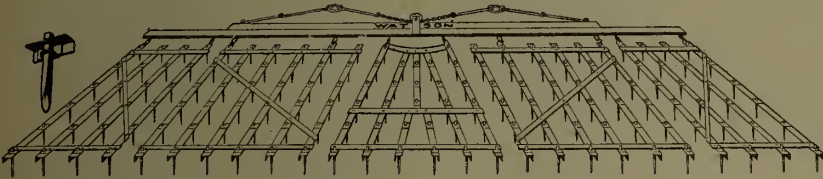
Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta.,
Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

Watson's Steel Boss Harrow



149 Teeth for 4 horses, width 24 ft.

This Harrow is perfect in design and has the greatest possible strength consistent with weight. Cross braces are of channel steel, each tooth is firmly fastened by a simple steel wedge and cannot work loose. Dagger shaped teeth with cutting edge in line of draft. Equipped with pulley hitch evener with heavy draw chains and links. This harrow occupies small space when knocked down and weighs less than our wood harrow. Lightest draft harrow on the market. Write for Dealers' Prices.

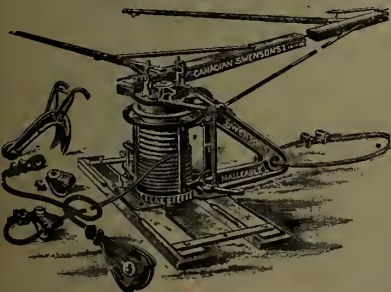
An Entirely New Agricultural Implement

Tooth Bars All Angle Steel

Most Effective Harrow Made

John Watson Mfg. Co.
LIMITED

WINNIPEG



This is the Celebrated Swensons' Malleable Stump, Tree and Bush Puller.

Made in five different sizes, and for all purposes

Now Mr. DEALER, are you aware of the fact that you lose a very profitable business if you do not secure the Agency on this Machine? We have special apparatus for the Northwest Trade, such as scrub and burnt-over willows and poplars, either cut or standing. Positively it is the only Machine that will do the work. If you allow your competitor to get this Agency you have only yourself to blame.

Canadian Swensons Ltd.,
William Street, Lindsay, Ont.



Now is the time to order WOOD and IRON pumps as our stock is complete.

Call or write us for the latest models of MELOTTE machines. We have also a limited number of second-hand machines at greatly reduced prices, they are thoroughly tested and overhauled and will do the work as well as a new machine.

Melotte Cream Separator Co.,

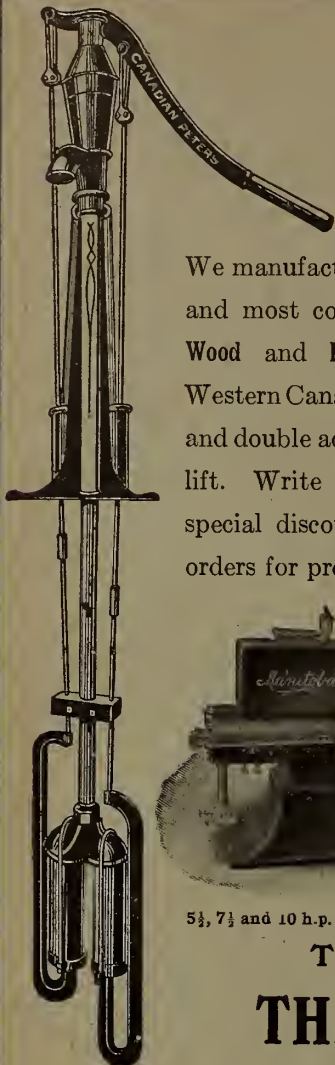
312 Ross Avenue, WINNIPEG.

Secure the
Agency for the

Manitoba

LINE FOR 1911

A more complete and better line than
ever before.



We manufacture the largest
and most complete line of
Wood and Iron Pumps in
Western Canada, both single
and double acting, force and
lift. Write us to-day for
special discounts on pump
orders for prompt delivery.



4 and 7 h.p. Vertical Hopper-Cooled.)

"Manitoba" Windmills are
made in all sizes for both
power and pumping pur-
poses. Known all over
Western Canada as the
Strongest and Best Windmills
in the World. Why not
buy direct from the factory,
saving heavy freight and
duty charges, and jobbing
house profits.



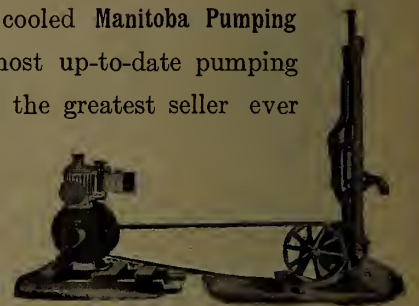
Made in the West for the West. All sizes
—Power and pumping



5½, 7½ and 10 h.p. Horizontal Hopper Cooled.

We manufacture a complete
line of Gasoline Engines from
1½ to 25 h.p., both hori-
zontal and vertical, stationary and portable.
All engines hopper cooled and specially designed
for Western Canada.

The new 1½ h.p. air cooled Manitoba Pumping
Engine, the latest and most up-to-date pumping
engine on the market, the greatest seller ever
offered to the trade.



1½ h.p. Air Cooled Pumping Engine.

The Complete "Manitoba" Line is manufactured in our Factory in the West.

THE MANITOBA WINDMILL AND PUMP CO., LTD.

BOX 301, BRANDON, MAN.

CALGARY, ALTA.

The Name Tells a
True Story.

SUPERIOR

The Name Tells a
True Story.

Disc Harrow and Cultivator on Wheels.

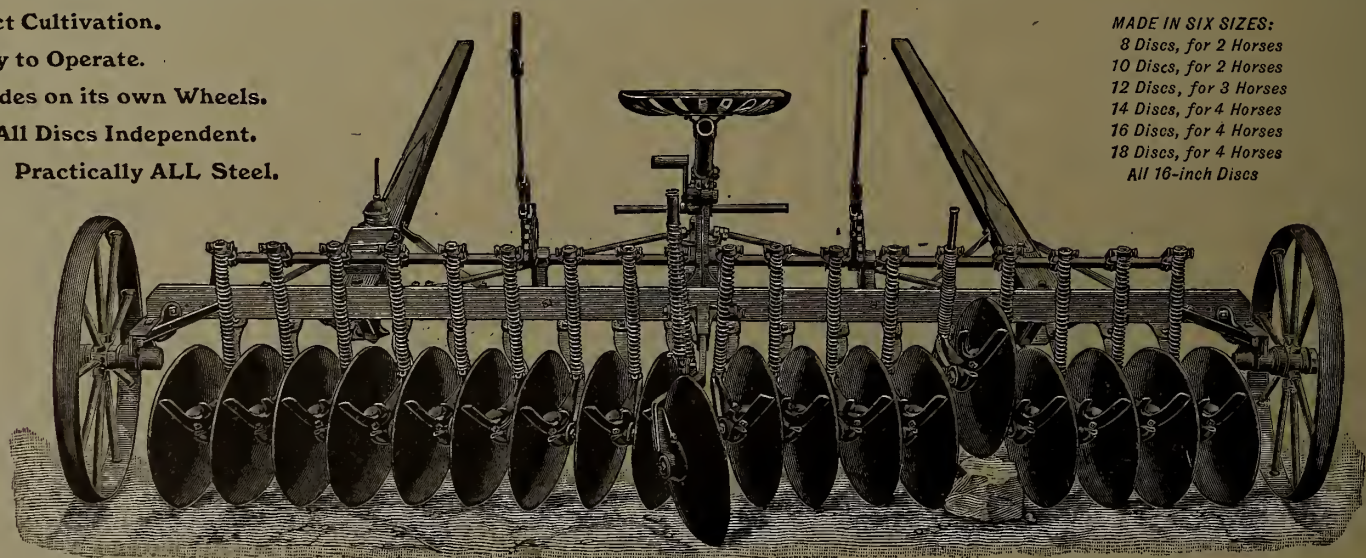
Perfect Cultivation.

Easy to Operate.

Rides on its own Wheels.

All Discs Independent.

Practically ALL Steel.

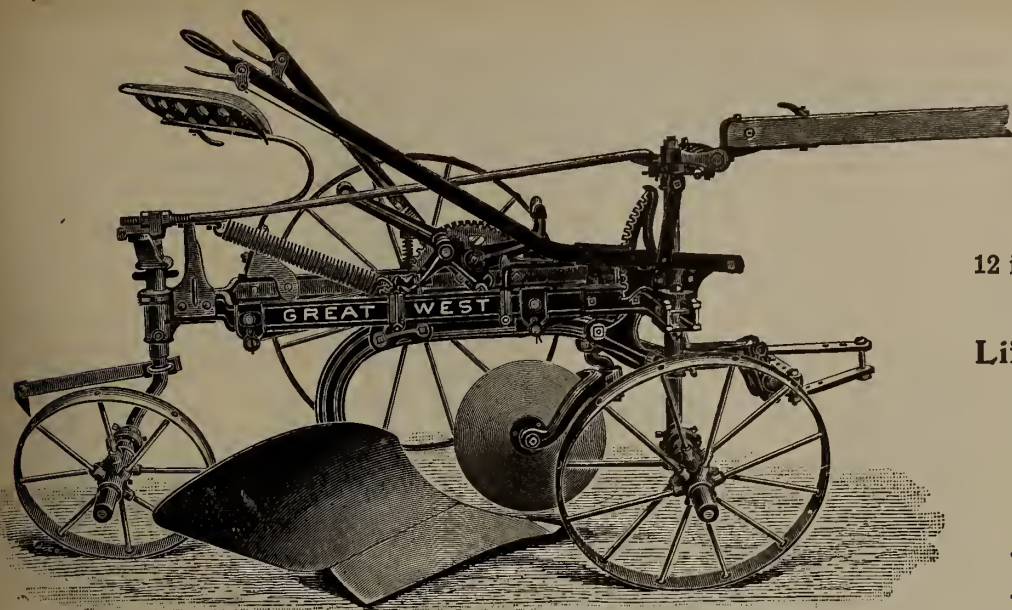


MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
12 Discs, for 3 Horses
14 Discs, for 4 Horses
16 Discs, for 4 Horses
18 Discs, for 4 Horses
All 16-inch Discs

REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

The American Seeding-Machine Co., Incorporated,
King and James Sts
Winnipeg Man.



"Great West" Plows

12 in. and 14 in. Gangs.

16 in. Sulky

Boards Clean in all Soils

Lift Higher Than Others—Ample Clearance
for Trash

Four Point Rest for Beams

Run Steady

New Land Packer

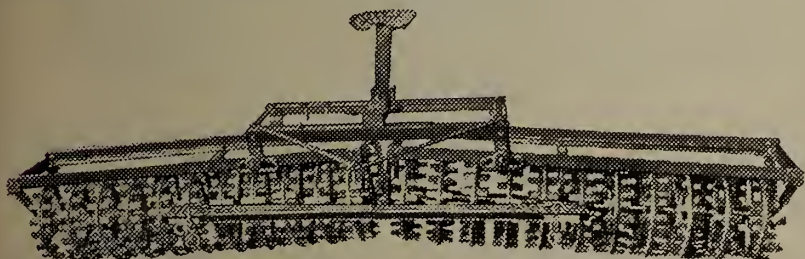
Save the moisture and incidentally your crop by using this implement

ANGLE BAR JOINTED FRAME

12 foot

Different from the others—and better.

15 foot



New No. 3 Cream Separator

Saves

ALL the Cream

If you keep cows and are not
using a Massey-Harris Cream
Separator

You are Losing Money

300, 400, 500, 700 lb. sizes

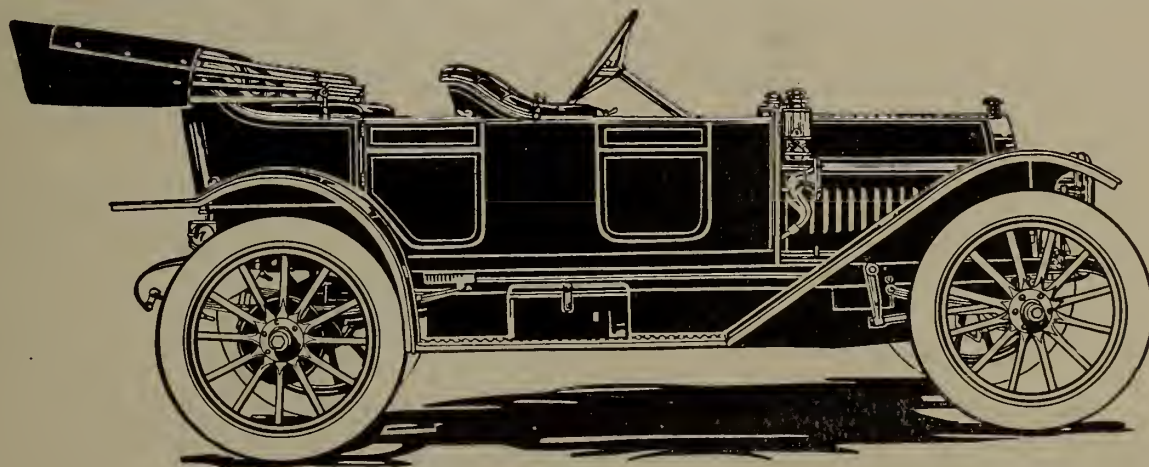


Massey-Harris Company, Ltd.

LOCAL AGENTS EVERYWHERE

MR. DEALER,

Are you handling an Auto? If not you should write us at once. We have the



WARREN-DETROIT 30

There is money to be made in the Auto business, besides it mixes a little real pleasure in your business. If you use one yourself it doubles your capacity, if you sell one the profit will show on the right side of your ledger. Think this over and write us, we will send catalogue and particulars.

American-Abell Engine & Thresher Co. Ltd.

REGINA
SASKATOON

WINNIPEG

CALGARY
EDMONTON

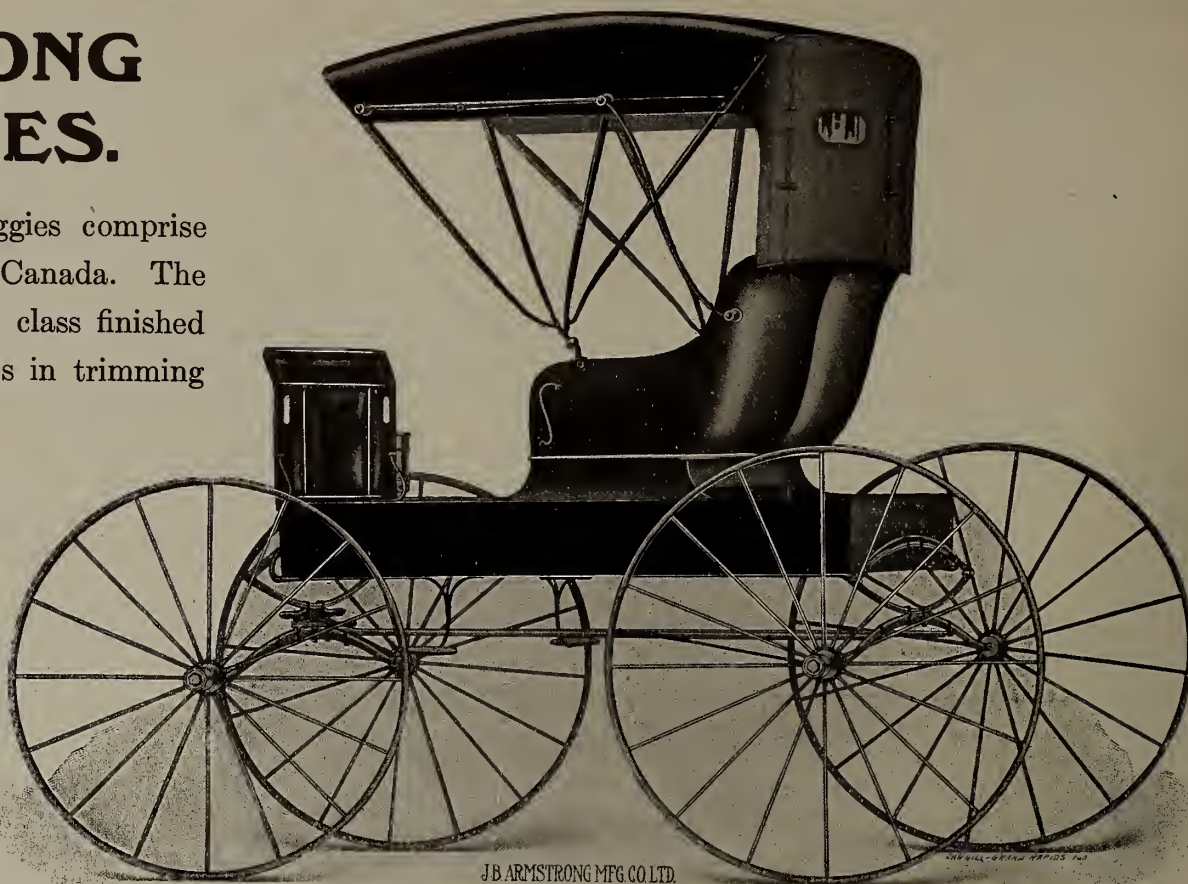
ARMSTRONG CARRIAGES.

Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.



The J. B. Armstrong Mfg. Co., Ltd., Guelph, Canada.

Western Office - - - - - Winnipeg, Man.

Implement Dealers, Attention!

LATEST REPORTS RECEIVED ARE TO THE EFFECT THAT THE SAWYER-MASSEY CO. ARE DOING A BIGGER AND BETTER BUSINESS THAN EVER BEFORE.

They are still open to contract with a few live agents.

Better get a connection with this progressive company---their line is complete, and a good one.

It consists of:

Steam Plowing and Threshing Engines
"Ohio" and "British Colonial" Gas Tractors
"Great West," "Daisy" and "Eclipse" Separators
Also Road Making Machinery

---EDITOR

Full particulars furnished promptly.

Sawyer-Massey Co., Ltd.

HAMILTON

The Largest Engine, Thresher and Road Machinery Works in Canada

WINNIPEG

Speaking of Spreaders—

The spreader trade has come to stay. Ten years ago a manure spreader was considered suitable only for big farmers who had the means to try out new machines.

Today it is recognized as a farm necessity as essential to the average farmer as a wagon or a harrow.

This demand for spreaders has opened up a new field to the dealer in agricultural machines. It has become a new channel through which he may increase the money-making possibilities of his business.

It is a steady and year 'round, a country wide trade—so universal that every dealer in every locality can get his share of it, if he handles the right spreader and goes after the business in an aggressive way.

This is why it pays a dealer to get a contract for a spreader which he knows in advance will do good work in the field.

The trade is cumulative. One spreader doing successful work generally proves the forerunner of carload sales. There are several reasons for this. First, the spreader does away with the most disagreeable job on the farm, enough in itself to convince a farmer that he needs one. Second, the cost is within the means of practically every farmer. Third, it actually increases the yield of the land sufficient to pay for itself; and Fourth, in the spreader trade some one else is doing your advertising for you. The spreader has proved itself a valuable farm machine, and the government and the schools and the papers are educating your possible customers to the fact.

This is the psychological time to go into the spreader business or to push harder for a larger trade if you are already in it. In doing this, look up the Corn King, the Cloverleaf, and the Kemp 20th Century. Look into the reputation of these machines, find out where the dealers have made money out of them, and write or call in one of our blockmen and let him go into the subject of our co-operation with our dealers. An I H C contract means I H C service.

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)

Chicago U S A

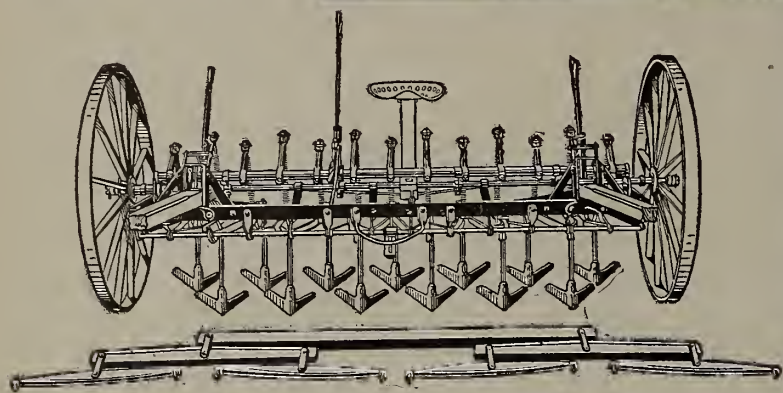


Easy to Sell Our Lines

See The

Aspinwall Potato Planter Frost & Wood Climax Cultivator Mowers and Rakes

The "Climax" Cultivator is a seller for the agent, because it covers the acreage and does clean cutting of the toughest roots at any depth. It is light draft for a cultivator. It is so substantially built it can cultivate 8 inches deep if necessary. The teeth



overlap 5 inches, and are held to their work very flat. There is least waste power. Even at 2 inches deep, these teeth do not ridge the ground. They do thorough work. Relief springs allow the points to give to pass a root or rock. But they always hold the teeth in full cutting position other times.

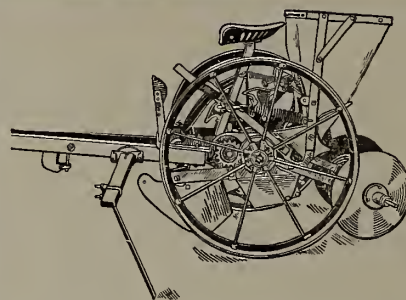
Sell the "Climax." It makes friends everywhere it is sold. It cannot skimp its work, or mangle roots—it always cuts clean, covering all the ground.

Sell this **Frost & Wood Rake** for the heaviest prairie service. "Tiger" Rakes have the most substantial steel wheels, with wide staggered spokes, balance of rake, with exception of pole, is all steel, with best spring teeth in permanent sockets, and with steel inside dump bar.

A positive foot trip makes easy raking, and the high clearance under axle is specially adapted to bunching. A special locking device holds the teeth up till clear when a slight touch of the foot releases them. This device also holds the teeth up when on the road.

This rake does the work. It cannot rot. Teeth cannot spread. It is strong enough for the heaviest work. It is an excellent machine in every detail.

Be a Cockshutt Dealer and sell this rake and other Frost & Wood Implements for which we are sole Western Canada Agents. **Write us To-day.**



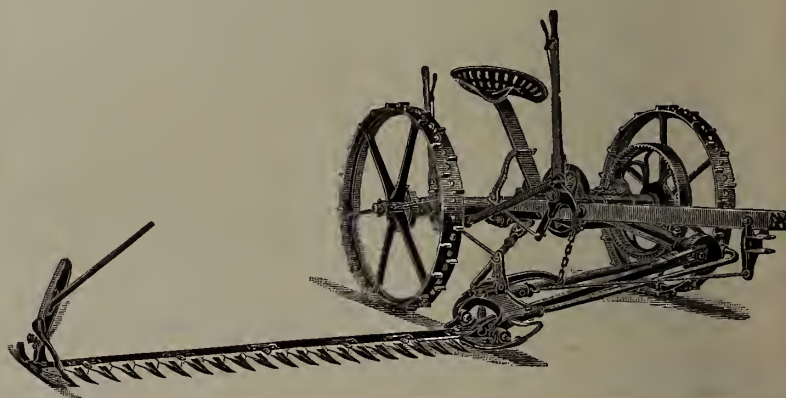
keep pace with a rapid machine. It does the work accurately, rapidly and thoroughly.

This internal gear drive **Frost & Wood Front Cut Mower** has 3 gear teeth engaging with 2 pinion teeth at all times. The wear is taken between 5 teeth. In outside drive machines the wear is taken between 1 tooth on gear and 1 tooth on pinion. The Frost & Wood machine lasts much longer, runs easier, and teeth are always in engagement.

The moment the mower moves, the knife cuts, preventing a clogged cutter bar and strain on machine and horses.

You can sell this famous mower on its light draft, perfect service, and easy running. Cutter bars up to 6 ft. wide.

It embodies every improvement that 70 years of implement manufacture can incorporate in it. Ask for the Mower Booklet. Take the agency for these famous mowers. They are perfectly adapted to Western service, and can be depended on to do the work required. We are sole Western Canada Agents.



SOLE WESTERN AGENTS

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

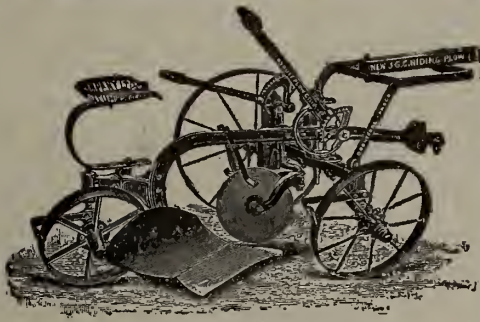
Plows that mean Easier Sales

Quicker Sales and Bigger Profits

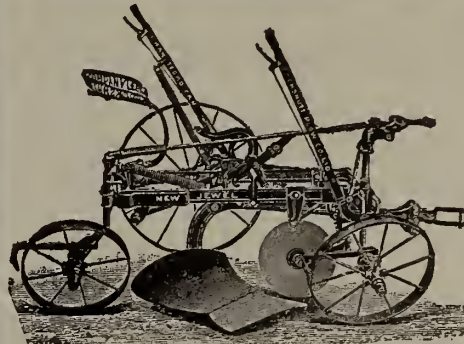
Here is a strong, durable plow for rough land. Full of talking points. The J.G.C. Sulky has swiveled front axle set well ahead of the share, keeping furrow-depth uniform on rough land. Driver's seat so located that furrow is constantly in view and his weight is utilized to keep the plow down.

A long lever makes easy raising and lowering by eccentric lifting device. The J.G.C. is furnished throughout with long dust-proof bearings to wheels. The furrow wheels carry moldboard pressure by being slanted in the corners of furrow. Short turning a feature.

Get the Plow Catalogue. Apply for the Agency. Examine this popular Sulky for prairie plowing.



J. G. C. SULKY



JEWEL SULKY

The New Jewel is the leading Cockshutt Sulky Plow. It is a high-lift, short-turn plow with pole controlling both furrow wheels, which run in corner of furrow. Foot lift for raising plow works practically with a touch. Long tension spring balances the weight of bottom. Easily reached leveling and depth levers appeal to your customer.

This is an excellent working plow. Light draft. Easy running. Dust-proof removable wheel bearings. Adjustable lining up of front furrow wheel, cushion spring on land wheel, side draft eliminated by steering rod connection, width of furrow adjustable--these appeal to the buyer and help the agent for Cockshutt Plows.

Write us today for the Plow Book. Examine the entire line closely. Every Cockshutt Plow is good and the range is full and complete as regards both price suitability and capacity. Write today for full particulars as regards open territory

J. G. C. Sulky

Jewel Sulky

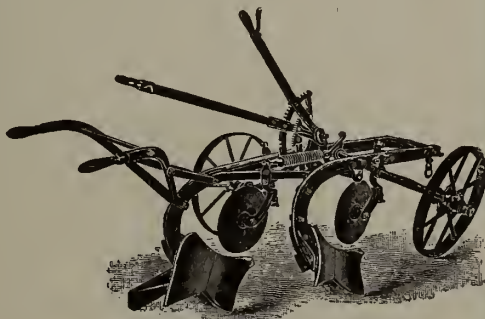
Empire Chief Gang

Be a Cockshutt Dealer

Empire Gang

A simple and strong walking gang with plenty of clearance under beam. Special heavy high-carbon steel. Plows in rigid alignment throughout entire service. An easy plow to place with buyers. Non-clogging in trashy land, long lifting lever on large bearings. Staggered furrow wheel running in corner of furrow cannot climb furrow, and keeps first furrow at full width. Adjustment of depth from front axle with spring to help lever.

The advantages, weight, strength and style of work, make this plow a popular and easy seller for the Cockshutt Agent. Get the Plow Book, and apply for the agency today.



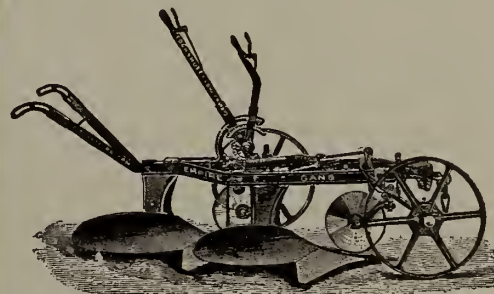
EMPIRE CHIEF GANG

The "Empire" Gang has extra strong steel frame and malleable standards for plows. Dust proof wheels, easy and close adjustment of furrow. Heavy shares in best soft centre steel.

For local buyers who have ground to cover in the shortest possible time, the "Empire" will do the work with lightest possible draft.

Be the Agent for the "Empire" fully described in the Plow Book.

Write today for Agency terms.



EMPIRE GANG

Apply for Agency to-day

COCKSHUTT

PLOW
COMPANY
LIMITED

WINNIPEG

BRANDON

REGINA

SASKATOON

CALGARY

EDMONTON

The Cockshutt Engine Gang

Is the Best, Safest and Easiest Plow to Place

Used by Three out of Four

BE THE COCKSHUTT AGENT

And what do these things mean? Acreage, speedy work, ability to cover the ground as possible in no other Engine Gang except the perfect Cockshutt.

Be the Agent. Volume of Work means Volume of Sales.

Agents sell easiest best known engine gangs—just because people know them, because near neighbors use them.

And the Cockshutt Gang is best known, most used, because it is the oldest, simplest and best.

This makes it easiest to sell. Three users out of four operate Cockshutt Gangs with their tractors. Every user praises the Cockshutt Gang. This helps your selling—makes it a simple matter of closing with your customer. He knows the plow already.

Why is it best for the Customer?

As agent, sell exactly what suits the customer's needs, even if he doesn't know it.

The service of your Cockshutt Plow helps your future sales, your local reputation.

You are sure of this service because by construction, Cockshutt Gangs meet in the one plow a **wide range** of land—soft, hard, uneven, hilly, clayey, loam, stony ground.

The **single** plow on a **double** beam, properly hinged to the platform, adapts the Cockshutt Engine Gang to every condition of ground.

The **wide range** of adaptability means you can sell to **all** your local market, because the Cockshutt is suitable for **all** types of tractor-plow ground.

This makes it best for your customer: plows his land rightly.

You get the **full** local market available for sales, and **always** get satisfactory local endorsement.



COCKSHUTT ENGINE GANG AT WORK

Note the long levers, big platform, individual plows. See the quality of work. The set screw at the top of the standard for each plow sets the plow individually for suck of share. Note the wide platform wheel at head of beam for front plow, meaning equally good and even work under all conditions from every bottom of the Cockshutt Engine Gang. Made in 5-plow to 12 plow size, stubble or breaker bottoms—get details.

WRITE TO-DAY FOR AGENCY.

Dependability Means Sales For You

Your customer cannot break down a Cockshutt Gang—that is, be forced to **stop** plowing for repairs.

It is strongly made—point one in your favor.

It is self-protecting—point two. A plow meeting a rock, rises automatically and resets in 999 cases out of 1000.

It is adaptable—point three. If a plow does break (rarely), your customer **keeps on** plowing one plow less, as plows are interchangeable and removable.

That is the kind of Engine Gang to sell—always able to deliver a perfect furrow—impossible to **entirely** disable.

You become the agent for this incomparable Engine Gang.

Volume of Work Means Sales For You

Individual plows on individual beams work individually and automatically.

They rise and fall with land irregularities, tractor ruts, and rocks, setting themselves to conform to the conditions.

On mushy bottom they maintain set depth of furrow. On extra hard bottom they keep to depth.

Quickly worked lever lift saves time at end of furrow, and swiveled platform wheels allow short turn and quick recommencement of plowing.

This with minimum attention and maximum tractor speed.

Quality of Work Means Sales for You

With the Cockshutt Engine Gang—quality plowing.

Clay bottom not waterlogged by polishing.

No winging from sprung single arch beams to two plows.

No digging and choking on mushy bottom. No scraping the surface on edges of crests. **Even** plowing at **even** depth on **uneven** land of **any** kind.

The Cockshutt Engine Gang is the gold medal winner among Engine Gangs.

It is the gold winner for Engine Gang Agents.

Write us for the Cockshutt Agency

Apply for the Agency. Write to-day.

The Cockshutt Engine Gang helps you to place it with new customers, because it has old satisfied customers to show—hundreds of them.

You cannot sell a better, surer, more dependable and safer Engine Gang.

Stubble or breaker outfits complete in 5-plow to 12-plow units.

Under **every** condition, satisfaction for your customer unless he tries to plow up a forest or quarry limestone.

And Cockshutt quality, good material, design, and reputation behind you to help make sales.

Apply for the agency—TO-DAY.

Write us for the "Horseless Plowing Book"

COCKSHUTT PLOW COMPANY LIMITED WINNIPEG

Brandon

Regina

Saskatoon

Calgary

Edmonton

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 5

WINNIPEG, CANADA, MAY, 1911.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

PRINCIPLES OF DRY FARMING

Portion of an Address by Hon. W. R. Motherwell, Minister of Agriculture.

In our last issue we gave Hon. Motherwell's masterly definition of what Dry Farming is. In the following article the main principles of the subject are dealt with in detail, and we hope our readers will make themselves familiar with this advanced system of agriculture, so that when discussing business matters with their patrons they may prove themselves posted not only on the machinery they sell but its practical uses and advantages under climatic conditions which are not always ideal. THE "DRY-FARM" SUMMERFALLOW.

The modern summerfallow was introduced into Saskatchewan over twenty-five years ago, not for the purpose of renewing a worn-out soil, as was commonly thought, but for the purpose of getting the soil into the best condition to absorb moisture and then holding it there for the use of succeeding crops. Thus the shortage in each year's precipitation was overcome and full crops ensured. In order to do this thoroughly and most effectively in Saskatchewan it was found that the land intended for fallow after receiving some form of tillage, should be ploughed as early as possible in the spring after seeding that it might be in the most receptive condition to fully absorb and save from waste all the early and later rains. This should be immediately followed by surface tillage to put the necessary non-conducting soil mulch on the top, to intercept capillary movement, and prevent loss of moisture by evaporation. By this system the soil, if thoroughly and intelligently handled, will be found moist to a depth of five or six feet and a sufficient amount of moisture for the growing of at least two successive crops is secured even though drouth should occur. This system was practised for many years and is to a large extent in vogue yet. In the annual report of the Indian Head Experimental Farm as long ago as 1889 Superintendent McKay, in speaking of the best tillage methods to pursue in the then North-West Territories, says in part as follows:

"Our seasons point to only one

way in which we can in all years expect to reap something. It is quite within the bounds of probability that some other and perhaps more successful method may be found, but at present I submit that fallowing the land is the best preparation to ensure a crop. Fallowing land in this country is not required for the purpose of renovating it, as is the case with worn-out lands in the east, and it is a question yet unsettled how much the fallows should be worked, but as we have only one wet season during the year it is found beyond doubt that the land must be ploughed the first time before this wet season is over if we expect to reap a crop the following year. . . . Land ploughed after July is of no use whatever unless there is rain in August, which very seldom comes to any great extent. A good harrowing should succeed the ploughing and all weeds or volunteer grain be kept down by successive cultivation. Above all, it is of the greatest importance that the first ploughing should be deep and done in time to receive the June or July rains."

Thus it will be seen that the more important foundation principles of dry farming were understood and practised in Saskatchewan years ago, although much improved upon since.

THE SUMMERFALLOW IS WASTEFUL.

But with the passing of time, cheap land, root fibre and humus, many advanced and thinking farmers are searching for a more economic, permanent and less extravagant system of farming. The profitable returns under this method have caused land values to increase rapidly, so that now it seems a waste of capital to have one-third the tillable acreage idle each year. Furthermore, this system, while restoring nothing to the soil, rapidly dissipates its humus, and thus, as the years go by, reduces its capacity to absorb and retain moisture. While summerfallowing is recognised yet as the very foundation stone of successful agriculture in Saskatchewan, still it can and will, I

believe, be supplemented by other intelligent tillage methods which will lengthen the time between fallowing seasons and obviate the necessity of such a large acreage being idle each year. If the care that is put on summerfallow to conserve moisture be followed up in each succeeding year by fall discing immediately the harvest has been taken off, and by a more generous use of the diamond harrow at every available opportunity—even in many cases after the grain is up in the spring, and by packing, the reserve of moisture in the fallow could be made to extend over a much longer period than two years. Instead of summerfallowing a quarter section five inches deep every third year, would it not be more economical to fallow one-half that amount, say ten inches deep, thus assuredly storing up a much larger amount of moisture and extending its benefits over a longer term of years? The more frequent use of the disc and drag harrow before referred to would not only help to control evaporation but also kill innumerable weeds that frequently prove such a continual drain on the soil moisture. To plough ten inches deep could only be advantageously done in Saskatchewan by subsoiling, and this will be referred to under the next heading.

PRINCIPLES GOVERNING DEPTH TO PLOW TO.

Too much indiscriminate advice to plough deeply under all circumstances in Saskatchewan would be unwise and misleading, and must meet with disappointing results; but that all clay soils should be stirred deeply at least once after being broken up is becoming more and more apparent. Deed ploughing to increase the soil's capacity to store moisture at intervals of, say ten or twelve years, to be followed by shallow ploughing is obvious. Should it intervene years to hasten early maturity, is now thought to be the ideal method in many localities. The danger of too frequent deep ploughing is obvious. Should it be followed by a dropping season the growth of the straw will be too

rank, and maturity retarded, which tends to run the crop into the period of early fall frosts before harvesting is completed. Nevertheless deep tillage is necessary to provide against drought particularly, and will be accompanied by the risk of slow maturity only in the first succeeding crop. This risk could be offset by special attention to packing and growing for the first year crops suited to such a condition of soil. During the subsequent eight or ten years the land should be ploughed to a normal depth of say four to five inches, which will tend to hasten maturity and yet provide a satisfactory seed-bed.

I believe that subsoiling will become in time a recognised necessity, particularly in our heavy clay soils that are under shallow tillage, comparatively impervious to moisture. Under present conditions a great deal of the copious rainfall of June and early July runs off into adjoining sloughs, creeks and coulees and is lost, whereas if subsoiling had been performed, even once, this excess of rain would freely percolate into the soil as it fell and remain there in reserve to be drawn upon during a period of subsequent possible drought. This is one way whereby all of us may assist in conserving one of the most important natural resources of our semi-arid open plains—the rain and snowfall.

DEPTH AT WHICH TO SOW SEED.

We do not know who is responsible for teaching the agricultural heresy that sowing deeply insures the crop against drought. The argument implies that a shallow rooting plant can be converted into a deep-rooting one simply by planting deeply. But anyone who has given any attention to cereal growth must have noticed that any of the small grains, if planted in a moist soil deeper than about two and one-half inches, will, immediately upon showing the surface growth, assert its shallow growing tendencies by throwing out a new set of rootlets about one and one-half or two inches below the surface or immediately below the moisture line. Thus with

us it is a mistake to sow too deeply with the idea that such a practice assists in resisting drought. In addition, too, this too deep sowing has other serious disadvantages, such as delayed germination, disposition to smut, tardy maturity and a weakened vitality of the plant generally.

QUANTITY OF SEED TO SOW PER ACRE.

All the best thinkers in the dry farming world would claim that better results can be secured from moderately thin than from thicker sowing. The usual reasoning of those who support thick sowing as being best in dry countries is that it will produce a heavy thick foliage, which by quickly and thoroughly shading the ground economises and conserves much moisture. But a little inquiry into this popular fallacy will soon dispel it. Recognising that the moisture supply is our limiting factor in crop production, with a given amount in a cubic yard of land it is obvious that, say fifty plants, will exhaust that moisture more quickly than a lesser number would do, as each plant is a miniature suction pump continually drawing upon the soil moisture and evaporating it through its leaves. The process is accelerated by the dry winds which sometimes blow during the hot summer. Given, however, a good reserve of moisture in the land and a reasonable number of plants thereon, the ill effects of such drying winds are not only averted but turned to good account by stimulating rapid maturity. Were the cubic yards of soil in question loaded with one hundred plants instead of fifty it is evident that its moisture would be exhausted in about half the time, and that the supply would be insufficient to meet the heavy demands made upon it during a period of drying winds and excessive evaporation. On the other hand, if the cubic yard of soil has been deeply worked in the district

where the soil is peculiarly retentive of moisture and precipitation is unusually generous, too thin sowing would induce excessive stooling and correspondingly delayed maturity, both of which must be avoided in Saskatchewan.

What then should govern us in the amount to sow? If our previous reasoning is correct, that thick sowing is likely to be more susceptible to damage by drought, while too thin sowing runs one into danger by frost, this is a question in the solving of which the tiller of the soil will require to exercise sound judgment, based upon local conditions. As much discretion as would be used in loading a team for a trip to market should be exercised in determining the amount of seed to be sown on an acre of land, for as many factors enter into the question. Just as the weight, condition and temperament of the team, the nature of the load and condition of the wagon, the character of the trail, its present condition, its length, and the weather on the day in question, all enter into the decision as to what load shall be hauled, so the mechanical condition of the field, its probable reserve of moisture, the stage to which the season has advanced, the presence or absence of weeds, and the variety of seed being used are among the factors that must be considered by the careful farmer when he is determining the quantity of seed he will sow to the acre. In short, land should be sown according to its known capacity to carry a large or small crop. Experience has demonstrated that in Saskatchewan the quantity of wheat to be sown per acre should vary from three pecks to two bushels, of oats from six pecks to three bushels, and of flax around two pecks.

LESSONS OF THE 1910 CROP.

In Saskatchewan the season just closed has given ample and profitable opportunities to study the system of dry farming practised

here as against the methods of newer settlers who have brought their old-time practices with them; and who invariably let go old methods with a great deal of natural reluctance. While the eastern half of Saskatchewan, being that portion east of the third meridian, certainly had slightly more precipitation than the western half this season (15 and 11 inches respectively), that fact in itself does not account for the marked difference in the crops in these respective areas. A great portion of eastern Saskatchewan has been settled for from ten to twenty-five years, and farmers located therein are familiar with the best methods of tillage necessary to secure the best results under semi-arid conditions. In the western and newer portion, however, large tracts of land have recently been taken up by settlers unfamiliar with such conditions, or possibly insufficiently equipped, with the result that such have experienced some loss and disappointment during the summer of 1910, and yet ample rain fell practically throughout the whole province to give profitable and satisfactory results, had the principles underlying dry farming been understood and carried into effect. Saskatchewan, however, as a whole had a magnificent crop, even with the dry season it has just passed through. Where approved methods of tillage have been practised the results have been most gratifying—the yield in many localities running from twenty-five to forty bushels of wheat to the acre, while the provincial average on acreage sown will not exceed approximately fifteen bushels. Had the principles of scientific farming been observed throughout the whole province it is believed that the total yield of wheat for this season, instead of being approximately seventy millions, would have bordered around the one hundred million mark. But the newer settlers are not discouraged by any means, as they

see what has been accomplished by the occasional experienced settler, one or more of whom is to be found in every new locality. With such innumerable illustrations to be found on all sides in Saskatchewan during 1910 of the imperative necessity of employing dry farming methods, if best and most satisfactory results are to be obtained, it is confidently expected that the cause of scientific soil culture will be given such an impetus that it will be only a matter of a few years until practically all will accept its teachings.

Activity in the Peace River Country.

A big spring rush has begun from Edmonton and Edson into the Peace River country. Settlers and prospectors have been waiting all winter for their chance and are now taking it wholesale.

Winnipeg and American syndicates put through deals in Peace River lands last month that called for the delivery of 900,000 acres, for which about \$5,000,000 was paid. The land will be used for colonization on a big scale.

The mineral and forest resources of the Peace River country are certified by returned prospectors, to be as rich as its agricultural possibilities. Copper, coal, asphalt, and petroleum have been located and the Peace River Valley is counted upon to furnish the prairie provinces a great supply of lumber when transportation facilities shall have been supplied. The Canadian Northern is building into the country and will have its line partially completed this summer.

Make yourself an honest man, and you can be sure that there is at least one rascal less in the world.

Failure is success temporarily off the track. Only the foolish, therefore, abandon it in the ditch.

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

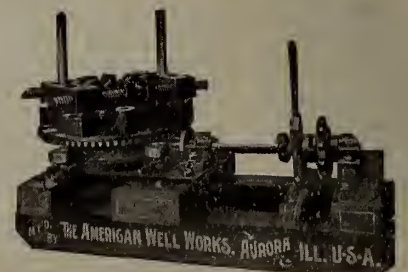
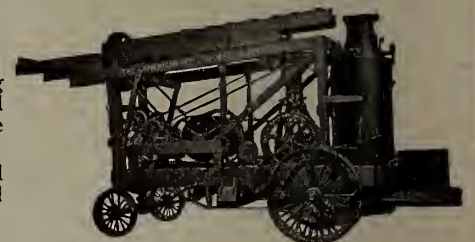
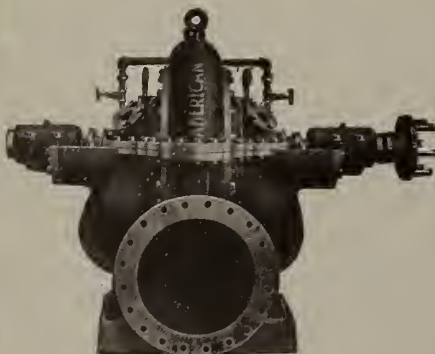
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



OFFICERS OF THE NEW DEERE CO.

The re-organization of Deere & Co., Moline, Ill., of which some particulars were given in our last issue, has been completed. Wm. Butterworth, president of the Company, stated that the re-organization is quite unique in the implement world, because it brings together six non-competing manufacturing companies and twenty-two selling organizations. No one of these companies has been competitor of any other, nor do the products of any factory compete with the products of any other. The combined output of all these factories has been heretofore sold to the same selling organizations, and none of these factories were rivals of Deere & Company in the implement and wagon trade.

It will thus be seen that the new company is in no sense a trust, nor a combination of rival concerns.

The officers elected by the new Deere Co. are:

President, William Butterworth, Moline.

Chairman executive committee, Willard L. Velie, Moline.

Vice-president, Charles C. Webber, Minneapolis.

Vice president, George N. Peek, Omaha.

Vice-president, George W. Mixter, Moline.

Vice-president Burton F. Peek, Moline.

Secretary, Schiller Hosford, Moline.

Treasurer, George W. Crampton, Moline.

From among the officers the following executive committee of seven members was appointed:

William Butterworth, Moline; W. L. Velie, Moline; Charles C. Webber, Minneapolis; George W. Mixter, Moline; G. N. Peek, Omaha; Floyd R. Todd, East Moline; Burton F. Peek, Moline.

The board of directors elected is composed of:

William Butterworth, W. L. Velie, G. W. Mixter, F. R. Todd, S. Hosford, G. W. Crampton, R. B. Lourie, and W. D. Winman, all of Moline, C. C. Webber, Minneapolis; G. N. Peek, Omaha; C. W. Mansur, St. Louis; S. H. Velie, Kansas City; Joseph Dain, Ottumwa, Iowa; C. D. Velie, Minneapolis; J. C. Duke, Dallas; and H. W. Hutchinson, vice president and general manager of the John Deere Plow Co., Winnipeg.

Prize List of the Canadian Industrial Exhibition.

The annual prize list of the Industrial Exhibition, which now appears under the above title,

replacing the "Winnipeg Industrial Exhibition," has been issued by the association, and their staff is busily engaged mailing copies.

The prize list embraces 100 pages, listing 91 principal classes, in which \$40,000 is offered in prize money, in addition to many special prizes and trophies put up by outside patrons.

There are a number of additions to the classes and prizes of former years, indicating the steady expansion of commerce and agriculture in the West.

In most of the live stock classes substantial additions have been made to the premiums, and the classification conditions in the world famous agricultural motor competition have been revised to prove more equitable to all entries and classes have been added for kerosene burning internal combustion tractors.

Entries generally close June 30. For detailed information write A.

W. Bell, Canadian Industrial Exhibition, Chambers of Commerce Bldg., Winnipeg.

Accident to Plow Engineer.

Frank Kohls, a plow engineer, well known in the district, was severely injured by a gang plow near Davidson, Sask. on April 28. He was working with an assistant on a gasoline engine plowing outfit at the farm of Paulson & Winkler, west of the town. In turning a corner he was caught by a plow lever and thrown in front of the plow. He was being pushed along in front of a runner when he shouted to his aid, Frank Phettephace, who was in charge of the engine. It is thought that Phettephace, in his excitement, threw the lever over the centre, causing the engine to jump back, catching and crushing Kohls' hip, back and side. He was taken to Saskatoon hospital.

"GALT" STEEL SHINGLES

As a ROOFING the value of the "GALT" is unquestioned. The construction and ease of application tell the whole story. It offers the most economical and satisfactory Roofing for all purposes. Write for "Silent Salesman."

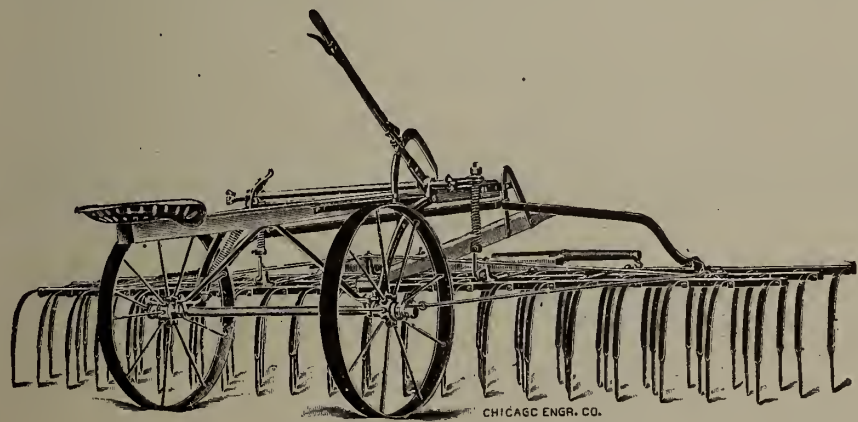
Good Agents Required in Some Localities

The Galt Art Metal Co., Ltd.

Western Distributor

H. F. NOBBS 839 HENRY AVENUE WINNIPEG, MAN.

Janesville Grain Cultivator



Janesville 12-Foot Riding Cultivator.

Janesville Hallock Cultivator is a Surface Cultivator

For years agricultural writers have endorsed and advised surface cultivation for all kinds of crops—for all kinds of soils and for all seasons of the year, especially during a drouth.

All kinds of grain crops, such as Wheat, Rye, Oats, Barley and Flax, have practically no cultivation from the time they are sown until harvested. The soil becomes baked and hardened about the roots, and retards the growth and full development as much or more than it does Corn or any other like crops.

Break this crust and produce a fine dust mulch so as to preserve the moisture, and you increase the yield from 25 to 50 per cent. Send for our special booklet.

Made by THE JANESVILLE MACHINE CO., Janesville, Wis.

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WINNIPEG, Man.

DAIRYING AND FERTILITY

Prof. C. H. Eckles of Missouri State University, issued the following circular showing the relation between the dairy and soil fertility:—

The permanent prosperity of the nation must rest upon agriculture. Our commercial supremacy in the past has been built upon this foundation and it must continue so in the future. It is of the greatest importance to every citizen, whether consumer or producer of farm products, not only that the fertility of the soil be maintained, but that it be so conserved that it will become more productive in the future than it has been in the past. The rapidly increasing population is constantly demanding food and unless the natural resources of the country are conserved consumption will soon overtake production.

It is well understood that the fertility of the soil of this country in the past has been declining rather than increasing and it has only been by the opening up of new regions that production of farm crops has kept pace with the demand. The agriculture of America has not as yet been placed upon a permanent basis.

Far seeing men recognize this and are now urging that a system of farming be adopted that will be permanent and make it possible not only to conserve the soil, but to increase the present production.

It is universally recognized that by following dairy farming this is possible. The fertility of the soil not only may be conserved but increased. The sale of butter or cream takes nothing of fertility value from the farm. A ton of butter worth \$600 contains only 50 cents worth of fertilizer. A ton of wheat worth about \$25 removes over \$9 worth of fertility. When feeds grown on the farm are fed on the place 80 per cent. of the fertilizing value may be returned in the form of manure. The investigations of the Experiment Station show that the value of the manure of one cow if properly used is worth about \$29 per year as a fertilizer.

Many individual farms may be cited in every state, and almost every locality, where, by following this system of farming, the production has been greatly improved. The Hosmer farm in Webster county, Missouri, now

produces between 60 and 80 bushels corn per acre, where it produced from 10 to 15 bushels seventeen years ago, and this change was brought about by intelligent dairy farming. Five years ago an intelligent farmer purchased a Boone county farm said to be worn out. In five years he has increased the productiveness of this farm 50 per cent.

Official reports from Denmark indicate that since dairying became the main industry in that country the production of grain per acre has increased three times within forty years. The same is true regarding the tillable lands in Germany and England. These have been gradually becoming more fertile in the past thirty years, and to-day produce more than ever before, although they were farmed for centuries before the American farms were first brought under cultivation.

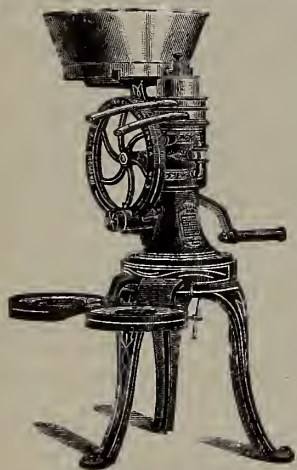
Every nation in the world where the dairy industry is developed is a fertile nation, with a corresponding high value of land. In fact, the higher priced agricultural lands in the world are mostly used for keeping dairy cows.

The value of the dairy products of Missouri at the present time is approximately twenty-five million dollars a year, which is nearly double that of ten years ago. In

1900 there were about 500 farmers in Missouri using cream separators; at the present time there are between 30,000 and 40,000. At the present time there are at least three creameries in Missouri that have a capacity of over a car load of butter a day. Seven years ago there were practically no dairy products marketed in Macon county. Last year approximately \$80,000 was paid out at Macon alone for cream. One dairyman in Missouri sold \$8,100 worth of cream from ninety cows, and after paying expenses of operation, he and his son had \$5,000 for their year's work. The Coleman herd at Sedalia has averaged over \$100 per cow income each year for several years; the Koontz herd at Carthage a similar amount for five years, with thirty cows.

The results obtained at the University of Missouri show what results it is possible to obtain where conditions are favorable. It may be said that it is possible for any farmer to imitate the conditions under which this herd is kept, if he chooses to do so. They are well fed with corn silage, alfalfa or cow pea hay, with a reasonable ration of grain, and are well housed and cared for.

Don't knock—Be a Booster!



IN EVERY FARM HOME

National Cream Separators

Save drudgery and save dollars. The old hand methods are antiquated and unprofitable. Live dealers have no difficulty in selling this cream separator, It is more durable, runs easier and skims cleaner than the ordinary type of machine.

Raymond Sewing Machines

Are a boon to the housewife. Every owner of a **Raymond** is more than satisfied—she is delighted. The name has become a household word in Canada and every sale adds to the dealer's prestige and his bank account. The longest Guarantee ever given on a sewing machine—Twenty-Five Years.

DEALERS WANTED

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RAYMOND MANUFACTURING CO. LTD. 80-82 Lombard Street, Winnipeg

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THE TRADE



A Grain Separator without an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

Send in your Order NOW, for PROMPT DELIVERY

HERO MANUFACTURING CO. LTD., Winnipeg

Hero White Cloud Washing Machines

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

Operating the Creamery.

By J. A. Ruddick, Dairy Commissioner,
Ottawa.

The creamery branch of the dairy industry differs from the cheese-making branch in one particular, inasmuch as the creamery may be conducted on several plans, while there is only one plan on which cheese factories are managed. Thus we find creameries operated (1) as separator or whole milk creameries; (2) as central establishments, with contributing skimming stations; (3) as cream gathering creameries, where the cream is delivered by team from the surrounding territory; and (4) as centralized creameries, which receive cream by rail from a more or less extensive territory. Of course, the last two systems differ only in degree, yet sufficiently to put them in a slightly different category.

I have no hesitation in saying that where conditions of settlement and milk supply will permit, the self-contained whole milk creamery is the ideal system for carrying on co-operative butter-making because it is easier to control the conditions which contribute to the making of a superior article with that system than it is with any other. The countries or districts where that plan is followed have so far succeeded in building up the best reputation for making a strictly fine article of butter. In Denmark that is the universal system. In the eastern townships of the province of Quebec, which district has the best reputation in Canada for fine creamery butter, the whole milk system also prevails. There are districts, however, like these western provinces and the north-western part of Ontario, where such a system cannot be operated, owing to sparse settlement and limited milk production, and home separation is the only one practicable.

It will depend on circumstances as to whether the small creamery or the large centralized plant, both receiving home separated cream, will give the better satisfaction. I do not pretend to recommend either of these systems in preference to the others.

I do not agree, however, with those who assert that good butter cannot be made on the cream-gathering system, and with your permission I will quote a reference to this question from one of my former reports:

"While I agree with the claim that much of the gathered cream butter has so far been inferior, and believe that it is easier to reach a high standard of excellence with the central separator or whole-milk system, I do not agree with the contention that it is impossible to make first-class butter on that system. The common mistake which is made in discussing this question is to blame the

system for defects that are due simply to the methods that are employed in carrying it out. If the buttermaker at a whole milk creamery were to allow all his cream to stand, after separation, for several days without any particular attention as to temperature, acidity or exposure to injurious influences of any kind, does any one suppose he would achieve much success as a maker of fancy butter? And yet this is just what occurs, as a rule, in connection with a hand separator creamery, when the cream is delivered only twice or even three times a week. The proper ripening of the cream is an essential part of the process of making first-class butter. There can be no proper ripening by the buttermaker when the cream is delivered to him in a sour, tainted and sometimes highly fermented condition. The reasons for cream being delivered in this undesirable condition are obvious. In too many cases the cream is not well cooled, or even not cooled at all, after separation, and being kept for several days at comparatively high temperatures, soon develops the inferior qualities which have been enumerated.

"Here we have a wrong method, rather than an inherent defect in the system. There is no reason why cream from hand separators should not be delivered to the creamery in a sweet, unfermented

condition. As a matter of fact, it is easier to properly care for the cream than it is to handle the whole milk. There is less bulk to cool; the vessel in which it is kept can be cleaned as soon as emptied; it is easier to find a suitable place for storage, etc."

Canadian Dairy Exports.

Detailed figures giving the destinations of Canadian dairy exports during the past season show that the port of London still holds the lead, so far as cheese is concerned, whilst Bristol retains first place for butter. In cheese, as was the case last season, London is followed by Liverpool and Bristol, but Manchester has succeeded Glasgow in fourth place.

The following shows the shipments of cheese from Montreal to the various ports in detail for the past season compared with the season of 1909:—

	1910 Boxes	1909 Boxes
London	845,962	786,401
Liverpool	432,656	456,767
Bristol	402,142	385,876
Manchester ..	76,540	66,590
Glasgow	71,195	98,049
Leith	43,936	46,981
Newcastle	8,903	14,918
Hull	4,263	3,545
Belfast	3,725	6,231
South Africa ..	1,908	1,174
Aberdeen	958	1,345

Dundee	4,428
Miscellaneous	47 10

1,892,235 1,872,315

There were also shipped 17,990 boxes to Liverpool from Quebec.

The greater part of the total butter exports, or 17,009 packages out of total shipments of 27,884 packages, went to the port of Bristol, the balance being scattered between Liverpool, London, Glasgow, South Africa and Manchester. London, which held second place last season, fell behind this season, Liverpool being second to Bristol.

The following shows the shipments of butter from Montreal to the various ports in detail for the past season, compared with the season of 1909:—

	1910	1909
Bristol	17,009	25,160
Liverpool	4,466	2,347
London	3,937	7,572
Glasgow	1,197	3,474
South Africa	1,025
Manchester	250	700
	27,884	39,253

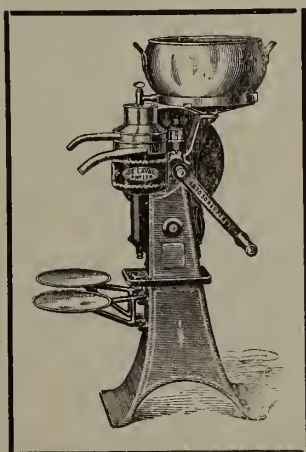
It takes moral courage and a broad mind to be an optimist, while any old grouch can be a pessimist.

Education is not alone the result of a course of study, it needs a course of experience to round it out.

DE LAVAL Cream Separators

Because DE LAVALS are the best made, best advertised
and best known they are the

Easiest to Sell



Because the retail selling price is protected the dealer realizes a fair profit on every machine sold.

AGENCY APPLICATIONS CORDIALLY INVITED.

The De Laval Separator Company

MONTREAL

WINNIPEG

VANCOUVER

ENGLISH ROAD CONSTRUCTION

In the West Riding of Yorkshire the question of economy in the use of better materials for road construction and maintenance has lately been considered by the county surveyor. The advent of the motor car and the heavy self-propelled vehicle has upset all previous calculations and the expectation of obtaining a better surface at a greatly reduced cost, according to the report of U. S. Consul A. E. Ingram, of Bradford, England.

In nearly every county of England the cost of road maintenance has risen during the last decade. In forty-one counties the average increase has been forty-one per cent. Only in Staffordshire has there been a decrease of ten per cent. The East Riding of Yorkshire gives the lowest increase, four per cent., and the highest is to be found in Surrey with 138 per cent. In Middlesex where the increase has been kept down to seven per cent., the success is attributed to the use of the toughest basalt and the painting of the roads each year with a liquid bituminous covering. In the West Riding the total increase for road maintenance for the decade was twenty-seven per cent. Between 1890 and 1909 the total cost of the roads showed an increase of 100 per cent., and the average cost per mile rose from \$482 to \$871, an increase of nearly eighty per cent.

The mileage of the main roads cared for by the West Riding County Council in 1909 was 1904, as compared with 1006 in 1890. The total cost of these roads in 1909 was \$953,000, or an increase of \$490,767 over the cost in 1890. The materials used consisted of (1) granite and whinstone, (2)

limestone, (3) dross and (4) local gritstone. The use of granite and whinstone had an increase between 1890 and 1909 of 100,949 tons, equal to 444 per cent. The use of limestone and also of dross has considerably decreased. The local gritstone is chiefly used for moorland roads, where no change has been experienced.

The cost of steam rolling in the West Riding has increased from \$7207 in 1890 to \$66,403 in 1909, or an increase of 921 per cent. The West Riding surveyor, in commenting on this increased cost of maintenance said:

"It is, however, certain that had not a gradual change in the class of road metal taken place the additional cost would be more striking to-day than is the case. Proof of this is given in those districts where the roads are only just being strengthened at a cost in some cases nearly or quite double what it previously was. This would seem to justify still higher expenditure to meet the more exacting conditions, and in the West Riding an advance in that direction is being tentatively made, \$10,453 having been spent on tarred materials between 1908 and 1909. Upon tar spraying or tar washing nearly \$4866 was expended in the summer of 1909, the experiment being favorable. Ordinary tar surface treatment will pay for itself, since it lengthens the life of the metal by quite twenty per cent or more, and I consider that money spent for this purpose in built up districts where there is much fast traffic is wisely spent."

The county surveyor of Northamptonshire recently reported that the general opinion among county surveyors was that road tarring or spraying results in

saving cost of road maintenance; and taking the average cost of tar spraying at \$195 per mile, that it pays to tar roads costing \$750 to \$1000 per mile per annum for maintenance.

Nothing more satisfactory than tar has been found. Both ways of employing it are admirable in the proper circumstances. To relay the road to a considerable depth with good material previously impregnated with tar is the more thorough, and where the traffic is moderate will not require repetition for five or six years. The plan of spreading hot tar on the surface has proved to be more than a dust palliative, for by waterproofing and binding the road it gives protection from the disintegrating effects of weather, wheels and hoofs. Unless, however, the road be dry to a depth of at least three-fourths of an inch, and every particle of dust be swept away before the tar is put down and then no rainfall till the tar has fairly sunk in, the process will be an absolute failure.

Quite recently, in accordance with the suggestion of the new road board, about 300 representatives of the non-county boroughs and urban and rural district councils within the West Riding county council's administrative area met at Wakefield to consider the applications to be made to the highways committee for grants or loans for the development and road improvement funds and act of 1909. The chairman stated that the traffic in the West Riding had largely increased not only in volume but in weight of traffic carried on over the roads. Motor traffic and motor propelled machines had now come to stay, and the belief was expressed that there were more motor cars on the roads in England and Wales than on the roads of

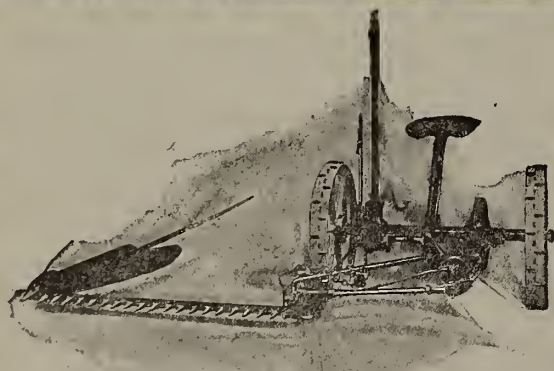
any other country in the world. The road board in the first year would probably have about \$4,400,000 at its disposal; the ratable value of the West Riding was a little more than \$39,000,000, and if the distribution of the money was made on the basis of ratable value it would be entitled to about \$131,000.

Farm Machinery in Spain.

According to U. S. Consular Reports American exporters of farm implements and machinery secure the greater part of the Spanish machinery business. Machinery of all sorts is sold, the bulk of which goes to the plow and harvester dealers. The Madrid general agency of a large American farm machinery company reports the sale of 1,500 harvesters and reapers during the past year. The number of plows sold cannot be estimated, although it is large and would be larger were it not that a certain prejudice exists against the form of beam of American plows. The beam of the old Roman plow is attached to a tongue instead of doubletrees and the whole is drawn by a yoke attached to the necks of the work animals.

There is room for the development of farm-machinery business as there are large numbers of farmers who cling to the old-fashioned methods. Much educational work is being done by the Government, agricultural engineers and the fertilizer companies and the example of those who are meeting with success in the use of American machinery is a form of advertising that will produce the best results.

One gentleman, an American citizen, who operates a farm of 7,500 acres about 100 miles north



The Noxon No. 3 Mower

WESTERN AGENTS

The Tudhope Anderson Co.

LIMITED

Winnipeg Regina Saskatoon Calgary

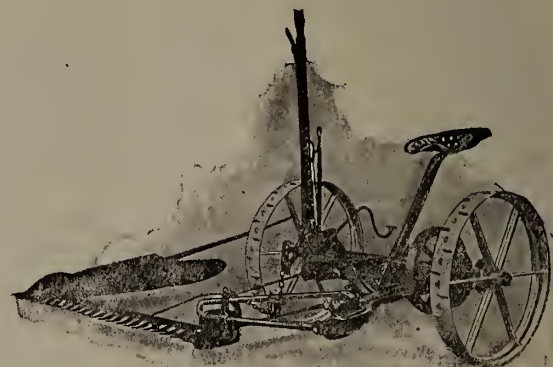
The Noxon Mower

Vertical Lift
Deflected Cut

Automatic Gear Shifter
Wood or Steel Pitman

Roller and Bronze Bearings

**The Most Compact,
Durable and Service-
able Machine Made**



The Noxon No. 3 Mower

of Madrid, has introduced the Campbell system of dry farming with excellent results. He has used the best types of modern machinery from the first, and states that when he first began to use traction engines, disk plows, seeders, self-binders, and combined reapers and threshers certain failure was predicted for him, as it was not believed that it would pay to use such expensive machinery where labor was so cheap, but his success has been so complete that all the farmers in that region are now following his example. The soil of his farm was thought to be worn out and had been used as a pasture for 500 years, but it now produces 30 bushels to the acre.

The salesmen of the fertilizer companies reach all parts of the Kingdom, and it is to them that much of the progress in agriculture is due. They visit each farmer who is to purchase fertilizers for the purpose of securing samples of the soil to be sent to Madrid for analysis in order to determine what elements are needed, and they improve every opportunity to give instruction on the preparation of the soil, methods of cultivation, etc., thus paving the way for the sale of agricultural machinery.

Most of the farmers are unable to make cash payment for their machinery, and it is, therefore, necessary to allow them to pay half after the first harvest and the balance after the second. Few of the machinery dealers are willing to carry all these accounts and generally expect to receive credit from the manufacturer to the extent of 50 per cent of their bills. The account is taken up in the fall after the farmers make their first payment. The engineering firms in this city have been found to be the best agents for the distribution of farm machinery.

Development of the Auto.

Eight years ago an automobile on the streets of Winnipeg was such a novelty that it attracted universal attention, but they have now become so common as to attract no more notice than the ordinary horse drawn vehicle.

What was considered as the fad of the rich has developed into the third largest industry in the world, and the early pioneer is proud of his reputation. The rapidity with which the automobile has made headway in the private and business life of the world's community is nothing short of marvellous, and it is directly responsible for the growth of the large cities of the world, away from the congested centres into outlying suburban districts with rows of handsome residences only made possible by the rapid locomotion into the heart of the city offered by means of the automobile.

The class of vehicle offered to the public has kept pace with the growth of the industry, and in 1911 models, many beautiful cars are to be seen. Prices have adjusted themselves in keeping with the ever increasing production, and it is possible to-day, to purchase a car with ample power and luxuriously fitted at the same figure that was paid eight years ago for the one lugger with only a body that provided a seat for the passengers without any elaborate attempt to provide for their comfort.

Much of the improvement in engine design and construction has been brought about by the racing side of the game. Nothing finds out the weak points in design quicker than a strenuous road race or reliability contest, and the manufacturer has found it possible to correct these faults as they have been discovered until the car of 1911 has reached a very high state of perfection as far as the ordinary touring car is concerned. The man who is contemplating the purchase of a car may seek one only capable of developing a modest speed, but it is a satisfaction to him to know that in purchasing a car he is getting one that is thoroughly tested as to its capabilities, by having been built as the result of races which meant the attaining and maintenance of high speed, that would be impossible unless the material and workmanship were of the highest quality.

Australian Prosperity.

No part of the British Empire has been characterized by more steady commercial advance than the Australian Commonwealth. A trade depression sitting like an incubus on every part of the world until a year or two ago had no serious effect on Australia, whose volume of imports and exports

grew, and still continues to grow, in spite of all such influences. The complete returns for last year show an amount of trade distancing all previous records, the imports totalling as much as \$300,000,000, and the exports exceeding \$330,000,000. Such figures, immense as they are, probably convey very little to the ordinary mind; but their full significance may perhaps be better gauged when it is stated that there are in the whole world only some half-dozen European countries and the United States which can show a larger volume of imports and exports. Australia, therefore, ranks about eighth as a world market and a world supplier. Last year's trade record was no forced climax, for there is good evidence that a great deal of unemployed capital was afloat in the country while, on the other hand, there was no undue eagerness to exploit internal resources. The huge volume of trade could easily have been exceeded had greater activity been displayed. The country's prosperity increases easily as well as surely. Banking and revenue returns, again, insistently point to progress, and the succession of good harvests, the latest being well up to that of last season, still further brighten the prospects. The coming year, indeed, promises that Australia will be a greater purchaser than ever before of all kinds of merchandise, from industrial equipment to domestic supplies.—British Export Gazette.

Deere's Experimental Farm,

Deere & Co. of Moline, Ill., have arranged for the use of a 150-acre tract for an experimental farm and summer camp of instruction for the travellers of that concern and its branch houses, just east of the city. A cottage is being erected and a well dug for the commissary department and the

travellers will be housed in a row of tents to be erected later. The crops will be planted in rotation, without regard to season, so as to have corn, oats, wheat and other crops in various stages of growth for the various fortnightly periods during which the relays of salesmen will occupy the farm.

Short Engineering Course.

The short course for engineers at the Manitoba Agricultural College will be held this year from June 13 to July 1.

This course is specially prepared to be of use to those who wish to learn how to operate farm power machinery. A special feature of this year's course is that applicants may take either one or both courses—gasoline or steam engineering. All information regarding the course may be obtained by writing to the Agricultural College, Winnipeg.

File It.

John Kendrick Bangs.

If an unkind word appears
File the thing away.
If some novelty in jeers,
File the thing away.

If some clever little bit
Of a sharp and pointed wit,
Carrying a sting with it—
File the thing away.

If some bit of gossip come,
File the thing away.
Scandalously spicy crumb,
File the thing away.

If suspicion comes to you
That your neighbor isn't true,
Let me tell you what to do—
File the thing away!

Do this for a little while,
Then go out and burn the file.



Specially treated and
guaranteed INSECT-PROOF

What Better Proof?

Can we offer of the superior quality of our **BINDER TWINES** than refer to the constantly increasing popularity, growing demand, immense sales, necessitating further factory extension.

They have always been sold on their merits and are as low in price as cheaply made twines.

Then there are no troublesome stoppages and costly delays in the harvest field, which makes them the most economical—because—every foot of our twines is subjected to a very rigid inspection test.

The high grade quality of materials used gives them exceptional uniformity, length and strength. A careful examination and comparison with other brands will convince you.

If there is no agency for our twines in your town, write us at once and we will be pleased to send you samples, circulars, prices, terms and full information.

THE BRANTFORD CORDAGE CO., Limited

BRANTFORD, ONTARIO.

Western Office: 289 SIMCOE STREET, WINNIPEG, MAN.

The Following Advertisement

which we are using in publications read by the rural population shows plainly that we are not making any effort to sell direct to the user, our aim being to make all sales through the retail trade. Dealers can show their appreciation by sending orders for a few machines at once, to us direct

Five Minutes or less

Will Wash a Tubful and Have Them Clean if you will use a

PASTIME

WASHING MACHINE



READ THIS WARRANTY

We guarantee the Pastime Washing Machine to Wash Clothing Quicker, Cleaner and to Operate Easier than any other hand power washer on the market. The Maytag Co., Ltd.

We are not going to make a proposition full of "catch-phrases."—no freight—and a-dollar-down—25c a week nonsense, but will make a suggestion as follows:

Go to your own home dealer, the man whom you know and who knows you. Ask him to order you a PASTIME WASHING MACHINE. He will do it and when it comes he will say to you: (Now remember this is not a stranger a thousand miles away who is talking to you, but your home dealer) "Here is your Pastime, take it home and use it for four or five washings and if for ANY REASON you do not want to keep it bring it back." You are not tied down to any special number of days to try it. Satisfy Yourself and when you are perfectly satisfied settle with your dealer at home. Read the Warranty once more. The PASTIME not only washes quicker and cleaner than any other washing machine in the world but practically runs itself. Any child that can reach the handle can run it and enjoy doing so

THE MAYTAG CO. Limited
WINNIPEG, MAN.

I. H. C. Annual Report.

The International Harvester Co. have issued their annual report for 1910. From this we gather that more than 3,600 of its employees are now stockholders in the Company, showing that the co-operative plan of interesting employees as stockholders is meeting with great favor. In addition to its policy of distributing stock on favorable terms, the company has this year again made a profit-sharing distribution in which 1,976 meritorious employees participated.

The total sales of farm machinery and allied products during 1910 aggregated \$101,166,358 more than one-third being marketed in foreign countries.

This increase of 16 per cent. over the business of 1909 is attributed not only to the enlarged acreage under cultivation but also to the education of the farming communities throughout the world in the use of modern farm implements. As stated by President Cyrus H. McCormick, increased crops can be produced by more scientific methods, and the company is supplementing the efficient work of the U. S. Department of Agriculture and the various agricultural colleges by publishing pamphlets dealing with scientific farming. The company maintains three experimental farms, and is offering premiums to promote the raising of the finest crops.

The profits for the year were \$16,084,819, a little more than 11 per cent. on the total capital stock all of which is fully paid in cash, real estate or other tangible property. None of the company's stock was issued for patents, trade marks or good-will. During the year, dividends of 7 per cent. on the preferred, and 4 per cent. on the common, have been paid.

The average number of employees was 35,743, the amounts expended during the year for salaries, wages, profit-sharing benefit and pension funds, being \$29,279,057. The Employees' Benefit Association paid out for death, accident and sick benefits, \$218,703. The permanent fund from the income of which pensions are paid to old employees now amounts to \$761,291.

The necessity for the large working capital of \$97,047,000 is explained; first, because agricultural implements are in process of manufacture many months before the selling season; second, because large stocks of completed machines are carried in, all parts of the world to meet the varying demands of a trade which cannot be known until the harvest is at hand; and third, because of liberal credits extended to farmers and dealers, the report showing that \$58,580,571, or more than 40 per cent. of the company's capital stock, is invested in farmers' and

agents' notes and accounts receivable.

Will Sell Through Dealers.

It is gratifying to note that still another concern have determined to market their product through the legitimate channel. We refer to the Gas Traction Co. of Winnipeg and Minneapolis. J. S. Clapper, sales manager of the company writes as follows to Farm Implement News on the selling policy of the company:

"When we went into the manufacture of gas traction engines the dealer, as well as the farmer, had little or no practical knowledge of them. The game was as new to us, and consequently our entire efforts and money were directed to two things only. First, to build a good engine; second, to demonstrate to and educate the farmer, the man who used them. It was our intention just as soon as the machine was practical in every way and the farmer could realize it was his one salvation, and prices and terms fixed on a business-like basis—then and not until then, to go to the dealer to market the engine. Had we attempted to place it through the dealer to start with he would have had nothing but grief and nothing for his time and money. As it now stands, neither the dealer nor the farmer has had to stand one dollar of our experimenting or demonstrating, but we have carried the entire burden.

"We now believe that our machine is so practical and so firmly planted with the farmer, our prices and terms being established on a business basis, that we can now hand to the dealer one of the cleanest business propositions ever offered him. All the expense and worry attached to demonstrating and establishing this business has been taken care of without loss to him.

"For the past sixty days we have devoted as much time as possible to shaping our new policy and getting everything in readiness to announce to the trade that on May 1 we would market our entire output here and at Winnipeg through the dealer. Our policy then will be as square and open as it has been in the past. Engines will be sold in every case through some local dealer and we will make no reservations in our contract to sell direct to a farmer and squeeze the dealer out of his commission."

Don't shake an old friend because you discover one, or, even several, faults in him. There may be several things he has to overlook in you.

A thick hide may be a good thing for an elephant, but it can't do much for a man who means to be honest.

Brandon

Business in the building line has fairly opened up, and the present prospects point to a record building season. Already several of the largest jobs are well under way and on account of the continued fine weather are making rapid progress, which will enable contractors to complete their contracts before the winter weather again sets in. Building throughout the Brandon district will be quite as brisk as in the city. At a meeting of the Manitoba Hardware & Lumber Co. held at the head office here, the managers of all branches reported the outlook for building better than for many years. These branch houses are at Hamiota, Reston, Virden, Miniota, Rivers, Lenore and Wheatlands, covering a large territory, and in all districts farmers are making such arrangements for new buildings as warrant the expectation of very extensive work.

J. G. Davis of Winnipeg has arrived in the city, and will act as special news correspondent of the Free Press. Mr. Davis is an experienced newspaper man, and is sent here, because the Free Press believes that the growing importance of Brandon warrants the appointment of a resident correspondent who can devote his entire time to the news of the city.

Baseball and football promises to be very popular here this season. The baseball bugs were in their glory on Wednesday, the 3rd of May, as the lid was lifted that date, and the six teams comprising the Western Canada League began the season as follows: Winnipeg at Brandon, Saskatoon at Calgary. There will be several changes in the schedule naturally arranged between the different clubs. The first will be Brandon and Winnipeg. Instead of opening here with a five game series there will be three games played Wednesday, Thursday, and Friday, and the double header on Saturday will be transferred to Winnipeg.

Football promises also to be popular, there being twelve or more clubs in the city, with a membership of about 250 who will make a strong bid for the valuable trophy recently offered for the champions of the West.

The Transfer Line Railway Commission Representatives were here and have finished their work. Nothing official has been given out regarding the probable route. It is thought that it will be from the C. P. Ry. and G. N. Ry. tracks south on 25th Street, and veering east to connect with the C. N. Ry., at about 18th Street, and from that point a spur to the Fair Grounds, which will be built with a loading platform for fair purposes. The inspection party completed their work and carefully looked over all possible

routes in both the east and west of the city.

On Wednesday, the 29th of March, a rather unique sight was witnessed in the C. P. Ry. yards in a solid train of 31 cars of settlers and effects going West under the auspices of the Pearson Land Co. of Winnipeg. The train remained here for several hours and the passengers appeared to be a very fine looking lot of American farmers. There were two tourist cars and the occupants were having an enjoyable time on the trip to their new homes in the West.

The temperature for March as recorded at the Experimental Farm here shows that the month has been milder than the average March. On only two days during the month has the temperature fallen below zero, on the 4th to 13 below and on the 15th to 10 below.

As a result of an article in the "Scotsman" by Mr. J. Finlayson, regarding the City of Brandon, the attention of Scotch people has been directed to this place. It was stated in the article that there are many openings here in all kinds of business, and that Brandon is one of the best up-to-date little cities in the West, and a splendid point at which to locate.

E. F. Coody, for many years traveller for A. Carruthers & Co., of Brandon, has been appointed manager of the company's Bran-

don branch, and will in future permanently remain in Brandon.

The C. N. Ry.'s business is rapidly increasing, and with the completion of the new station and hotel, the Company contemplate greatly extending the service.

McDiarmid & Clark of this city have been awarded the contract for the building of the new asylum. Seven tenders for the job, which is the biggest ever undertaken in Brandon City. Their figure is \$454,878. The work is to be commenced at once and it is expected to be pretty well completed before the end of this year.

Plans for the new C. P. Ry. depot are now deposited in the district engineer's office here and show that the new building will be a very handsome structure, that will greatly add to the architectural beauty of the city.

The Brandon Electric Light Co. has placed an order for a Cross Compound Corliss Engine of 2,250 horse power with Goldie & McCulloch, the well-known builders of engines in Galt, Ont. They have also ordered a new battery of boilers of 1,000 horse power capacity. With this new equipment, which will be running by September or October next, the Company will have a capacity of 5,000 horse power in the summer and 3,300 horse power during the winter months, when the water power is not in operation.

They also contemplate the extension of their steam heating system which has proved so successful during the past winter. The extensions already decided upon are as follows: Princess Ave. from 10th to 11th St., 9th St. from Princess Ave. to Rosser Ave., Rosser Ave from 11th to 12th Sts. It is understood that the new C. N. Ry. hotel will be heated from the Central Heating plant.

That farm land values in this district are rapidly rising is evident in the sale of the Roddick farms in south Brandon, which were homesteaded by them in 1879 and have been worked by them ever since. One half section brought \$14,000 or about \$44 per acre, and another \$8,500 or \$27 per acre. There is considerable activity in farm lands in this district this spring and prices frequently run up to \$40 and more per acre.

The City Council have made a grant of \$5,000 to the summer fair. This is \$2,000 in excess of any previous year.

W. H. Farquharson, street car expert, has been employed by the city, and is expected to enter upon his duties at an early date. Mr. Farquharson submitted a proposition as to the probable route of the street railway, which looks feasible and will probably be adopted by the Council. Mr. Farquharson is favorable to the

city retaining the street railway franchise and operating it themselves.

The ice went out of the Assiniboine River at this point during Sunday night, the 16th of April, just a week later than in 1910, when it broke up between the 7th and 9th April.

Many new rural telephones have been installed, and the city is now pretty well connected up with every part of the surrounding country. The total number of telephones in the Brandon Exchange is about 1,800, and a very large increase is anticipated during the coming year.

The annual meeting of the Winter Fair and Live Stock Association was held in the City Hall, and was well attended, showing that the interest never flags in this important organization. The report from the secretary and treasurer showed a very successful year notwithstanding the disadvantages sustained by having to hold the last show at the Summer Fair Grounds. The following directors were elected: Hon. G. R. Coldwell, Jas. Connell, D. A. Reesor, A. E. McKenzie, Jas. Davidson, John Inglis, J. W. Fleming, O. L. Harwood, and J. D. McGregor. President, J. D. McGregor; vice president, J. Davidson; secretary, W. I. Smale; Treasurer, J. Inglis; auditor D. Shirriff.

The Gilson Engine Harvester Attachment



The engine operates the entire harvester machinery. It cuts the grain and ties the bundles. The team merely draws the weight of the harvester and attachment without the traction of the machinery. One-half to two-thirds the usual number of horses easily do the work.

The attachment is an all steel truck with a Gilson "Goes Like Sixty" 2½ H.P. air cooled engine. The truck fastens to the frame of any standard make harvester. Power from the engine is transmitted through a universal joint movement to the pitman shaft of the harvester. By a friction clutch, pulley power can be thrown in or shut off in an instant.

The engine when detached will do all manner of work. About 100 of these Binder Attachments were put out in Western Canada last season and gave entire satisfaction.

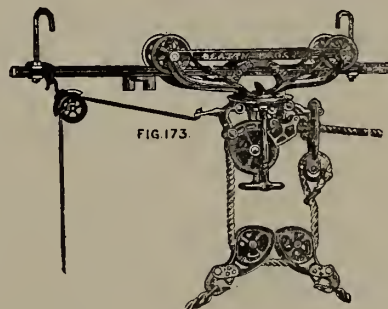
Sold at a price giving a good profit to dealers.

Don't overlook the fact that we have a complete line of Gilson air and water cooled engines. Air cooled, 1, 1½ and 2½ h. p. Water cooled, from 1½ to 27 h.p. We also have Portables from 4 to 27 h.p.—best engine on the market for threshing—built especially for the purpose.

Empire Cream Separator Co. of Canada Ltd.
WINNIPEG, Man.

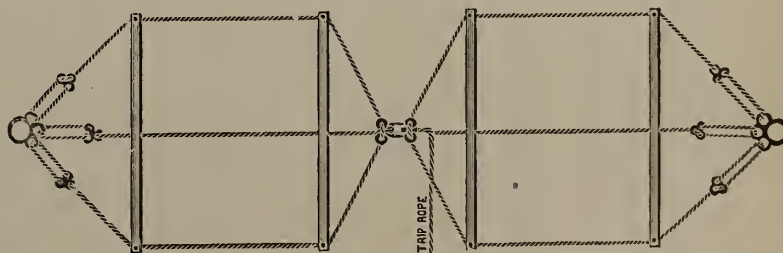
The "B T" Sling Outfit

B T
stands for
Best



B T
stands for
Best

The BT Sling Unloader for steel track is known everywhere as the **STRONGEST AND BEST IN CANADA**. It is built for the heaviest work and has a positive lock and rope grip which are absolutely sure. With it any load of hay or grain can be put in the mow in two or three lifts. **IT SATISFIES THE USER EVERY TIME.**



THE LIFE OF A SLING DEPENDS ON THE QUALITY OF ROPE USED. We are the only firm using Best Manilla in our slings. They are made of the best ½-inch soft laid pure Manilla Rope with three ropes running the full length.

HAVE YOU AN AGENCY FOR THIS LINE? If not, write us to-day for prices and exclusive agency.

BEATTY BROS. Brandon, Man.
Head Office and Factory - Fergus, Ont.

The International Harvester Co. have opened up a collection department for the Brandon district with large and commodious offices in the McKenzie Co.'s new block. Mr. F. J. Pineo, formerly manager of collection department at Grand Forks, N. Dak., will have charge here, and will have a staff of 10 or 15.

Seeding commenced here about the 10th of April, and with the exception of two or three windy days, the weather has been very favorable for getting in the seed. Wheat sowing here is about finished, and farmers are busy plowing for oats and barley.

Sales of drills and plows here have not been up to the usual mark, being only about one half of 1910, farmers being able to get through with their old machinery, owing to the early and favorable seeding weather.

High Prices Attractive.

"People have queer notions," said an implement dealer. "Now you might suppose that the way to sell goods is to mark 'em down cheap and that people will grab at them. That is true of some people, but not all. I have found sometimes that I could actually sell goods better by marking up

the price than by marking it down. Most people are not very good judges and they have the notion that high-priced goods are the best. Well, they ought to be, but that isn't always true.

"I used to sell windmills of a certain make. They didn't cost any more than several other kinds of mills, but I put the price up about two dollars higher than the other windmills were selling for and I actually sold more mills than any other house in the town. I know that the people who bought were of the opinion that they were getting a better mill when they bought one from me, because they paid a couple of dollars more for it than my competitor got for his. Somehow or other the mill that cost two dollars more than others in the town looked good to the farmers and they put up that extra two dollars without a murmur."

This experience goes to prove that more people than one would imagine prefer to pay a good big price, under the impression that by doing so they always obtain a superior article.

Implement dealers who are tempted to cut prices would do well to consider whether it were not better to raise them a shade and put additional emphasis on the quality of their goods.

Calgary

J. A. Latimer, Calgary manager of Cockshutt Plow Co., spent a week visiting northern agencies. He was in Edmonton also for a couple of days. He reports both business and prospects good.

T. A. Scott, Alberta manager for Goold, Shapley & Muir, spent a few days in both Red Deer and Lethbridge during the past month.

A. W. Trickey, manager of Massey-Harris Co.'s South Alberta branch, visited a number of Southern Alberta points recently following up the work of their new engine gang.

J. E. Tysoe, who was for a number of years cashier for Frost & Wood Co. at Winnipeg and since that time accountant for Messrs Beals & Hoar at Edmonton, has finally severed connections with the implement business, and has removed to Calgary, where he has accepted the position of assistant manager with Metals Limited, a well-known wholesale house here.

J. D. Boyce, blockman for Cockshutt Plow Co. on the East Main Line to Medicine Hat, is just recovering from a serious illness from typhoid, which has prevented him attending to his duties for some six weeks. He will probably be able to resume his duties early this month.

Calgary is having remarkable growing pains. In March the building permits issued amounted to over a million dollars, while the April record, which has just been published, shows Calgary the fourth city in Canada for value of buildings commenced — exceeding even Winnipeg for that month. The April permits aggregated a million and a quarter dollars, and did not include some very large buildings actually commenced, but for which permits have not been issued, and which will appear in the May returns. It is already assured that the May building returns will double those of April, which is certainly a remarkable record.

The regular meeting of the Alberta Wholesale Implement and Carriage Dealers' Association was held in Calgary on Saturday, May 6, in the Calgary Dining Parlors. There was a good attendance, and several matters of importance were discussed.

E. C. Miller, purchasing lumber agent for the Studebaker Corporation at South Bend, Ind., spent some time in Calgary and district recently, looking over his Alberta investments. He has a large farm near Beiseker, which is being managed for him by Mr. Ulysses Noel. They have commenced operations on a large scale, and are using a large gasoline traction engine for plowing and seeding purposes. Mr. Miller is quite pleased with this country and with his own prospects here.

Crop reports indicate that seeding operations are progressing rapidly in every part of the province, and that in some districts nearly all the seed for the season's crop is in the ground.

The reports are very optimistic in tone, and it is doubtful if ever the land in Alberta was in as good condition for receiving the seed as it is this year, or if the outlook was ever so full of hope.

There is in every district in the province an abundance of moisture in the ground to give the newly sown grain a good start, and to sustain it for a considerable portion of its growing time. With some good soaking rains during the months of June and July, it is reasonable to expect that the farmers of Alberta will reap an abundant harvest this year. The reports show further that a greatly increased acreage is being seeded this year, and the prospects are that Alberta will produce this season double the amount of grain produced in any former year.

The fall wheat in Southern Alberta and in the Central Alberta districts, where it is grown, is reported to be in excellent condition, and to be making a very rapid growth. During the dry season last year when there was a partial failure of crops in the south country, the farmers stuck pluckily to the work of preparing more land for crop this year than ever. The result is seen this spring in the better condition of the land, and will be seen during the growing time and in the harvest.

The crop prospects could not be brighter.

Brief History of Vehicles.

The first means of conveyance and the moving of burdens otherwise than upon the backs of animals or human being, was in the years 6000 to 4000 before the birth of Christ, when the Medians, Persians, Assyrians and Egyptians dragged their loads and their helpless people overland by placing them across the forked branches of a felled tree. From 5000 to 3000 B. C., these same people built sledges and rolled them on logs, as shown by tiles found buried in the tombs and mounds. These crudely illustrated funerals with white oxen drawing the corpses on these conveyances.

The earliest movable thing on wheels, say Farm Machinery, is known to have been built in 2000 B. C., when the Egyptians used Plastrums, a cart on two solid wheels, drawn by horses. From that date down to the invention of the hansom cab, progress was not marked for its rapidity, but it was sure. Following is some historical data which may prove

The

Inter-Provincial Fair

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THE ONE YOU LIKE

Live Stock Department

A Magnificent gathering of all the finest Breeds of Horses, Cattle, Sheep and Swine. Every stock-raiser can afford to come miles to see this exhibit and add to his store of useful knowledge. The high prices all classes of live stock command has created much interest in their breeding and they make this exhibition doubly attractive.

Machinery Department

This will be the most interesting exhibit of Farm Implements and Machinery ever made in Canada, teeming with the clang, clatter and buzz of inspiring noise. There is pleasure and instruction here for every visitor to our Big Fair.

Exciting Races and Special Attractions Daily
Excursions and Single Fares on all Railroads

For Prize Lists and all other information apply to

P. PAYNE,
President.

W. I. SMALE,
Secretary and Manager.

of interest to dealers or users of the modern beautiful vehicles:

2000 to 1000 B. C.

The Scythians, being nomadic, placed their huts on wheeled platforms and toured through Asia Minor.

Homer describes Juno's carriage by its "whirlwind wheels on iron axles each with eight brass spokes."

1000 B. C. to Our Era:

Plinius reports that the chariot on four wheels came from the Phrygians before Rome was founded.

The oldest Roman vehicle, the ardera, mentioned in the Twelve Tables, was an ambulance.

Solon, the founder of Grecian law, ordered that no good woman would leave her house at night unless in a carriage lighted by torches.

Caesar went from Rome to Gaul in one week by relay coaches, but he issued an edict ordering moderation in the luxurious equipment of the litters employed by ladies.

The Etruscans are credited with the introduction of hoods for chariots.

0 to 300 A. D.:

At the beginning of the Roman Empire the four-wheeled carrucea, with seats for two only was the gala vehicle. The driver sat in front and lower. This word is the origin of "carriage." The pilentum was an open city carriage for matrons. It had a canopy on four slim posts worked in gilt bronze, ivory or rare woods. Young girls sat in highly ornamented litters covered with drapes. Only women of bad reputation were prohibited by law from using conveyances of any sort. The carpentum looked like a richly carved baker's delivery wagon, and was drawn by two horses tandem when used by women, by four horses when used by men. It had either two or four wheels. The Roman cisium was a cabriolet hung by leather straps.

In the ignorance and poverty of the Middle Ages the use of vehicles languished. The use of leather straps for suspension was forgotten. Only the then-sa survived. It was a two-wheeler used by Romans for transporting the images of the gods and was built in imitation of temple style, with columns, pilasters, etc. It was used for wheeling the images of the saints. Later all sorts of rough carts reappeared.

1294 A. D.:

Philip of France made a sumptuary law prohibiting plain citizens from using carriages. Pope Gregory possessed a caretta, looking much like a prairie schooner. It was drawn by two horses tandem.

Richard II, of England and some of his friends had whirlicotes.

1554 A. D.:

Queen Mary went to coronation in a canopied chariot. The English sedan chair of 1581 was on wheels and much like a push chair for invalids. This century saw the introduction of leather braces again, the innovation coming from Hungary. Ladislaus of Hungary sent such a carriage as a present to Charles VII. of France.

1650 A. D.:

Glass windows were introduced in French carriages.

1670 A. D.:

Steel springs were introduced at about the same time in France and England. Charles II. formed the first Coach-makers' Company in 1677. A pamphlet was published in France extolling the virtues of carriages as against those of sedan chairs. Cabriolets came in 1672 from Florence, Italy. Postchaises, looking like sedan chairs on wheels came at the end of this century.

1670 to 1700 A. D.:

On the Continent the Berlin was the favorite type. It was a coupe sitting on the middle of long poles or springs reaching from front to rear wheels. The high driver's perch came in use through the chariot à l'Anglaise, at the same time as the landau, which looked like a modern coupe, but could be opened.

18th Century:

The high perch phaeton was used by young bloods of the George III. period. The briska was on C springs with leather straps and remained in fashion into the early Victorian era.

1804 A. D.:

Obadiah Elliot patented elliptical springs. Napoleon's campaign carriage had bedroom and library and was a real military touring car drawn by two or four horses, sometimes by six.

1834 A. D.:

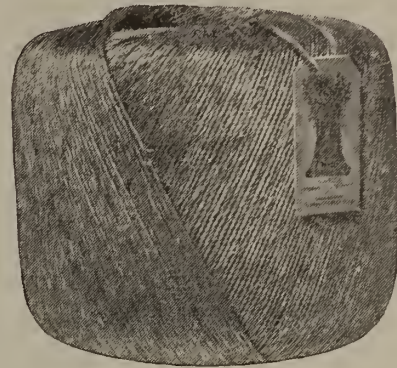
The hansom was patented by Hansom of England.

The governor of Maine was at the school, and was telling the pupils what the people of the different states were called.

"Now," he said, "the people from Indiana are called 'Hoosiers,' the people from North Carolina 'Tar Heels,' the people from Michigan we know as 'Mich-ganders.' Now what little boy or girl can tell me what the people of Maine are called?" "I know," said a little girl. "Maniacs."

Plymouth Twine

"The Twine That's Always Good"



The Specialty Twines

Every dealer knows the difference between a staple and a specialty. Staples are necessary and every dealer must carry them, but he knows that his profits come from specialties.

Common Binder Twine is a staple, but there are certain twines which a progressive dealer can turn into profitable specialties.

These all have the Sheaf of Wheat trade mark, and are as follows:

Plymouth "Extra" (550 ft.)

Plymouth "Superior" (600 ft.)

Plymouth "Pure Manila" (650 ft.)

They give respectively 10%, 20% and 30% more bands per ball than Standard twine. They are made from special selections of fibre, are of excellent spin, and are altogether satisfactory. They give you an opportunity to offer your customer something different—something better—and at the same time make more money for yourself.

A lot of dealers have had this experience. Have you?

Write to the address below for samples and information.

Canadian Distributing Agents:

W. G. McMahon, **Hobbs Hardware Co.,**
(Representing Lindsay Bros.)
Winnipeg, Man. **Toronto, Ont.**

Start a Local Club.

Is it not worth while to wipe out unfriendly competition? We look upon the Local Club as offering a practical solution to this problem. Probably half the troubles of the implement dealer arise from this source, but where friendly relations exist apart altogether from any mutual understanding on business questions, competitors naturally adopt a fairer attitude toward each other. This result alone makes the Local Club of inestimable value. Social intercourse between members must lead to the healing of many old sores, real or fancied, and when a group of men are on really friendly terms they can discuss business matters affecting each one of them with perfect freedom, whereas if each stands selfishly aloof with the idea that his competitor is trying to ruin him, a state of affairs is eventually reached where the implement dealers of a town exist merely for the purpose of supplying farmers with machinery at cost—or less.

It is a mistake to imagine that, because efforts to form a local club have not been made in any particular district, that it is a very difficult matter, although a great deal of argument and persuasion may sometimes be needed to induce some persons to realize the benefits of harmony.

At the numerous conventions held in the United States by implement dealers' associations, the Local Club has been discussed again and again, and the experience of members has been that, although persistent effort was necessary to get them started, in the end success was achieved, past differences forgotten, grievances adjusted and sensible co-operation among members established.

Local Clubs are needed just as much in the Canadian West as elsewhere. If the conditions in your town are such that a friendly understanding with your competitor will be of benefit, take the initiative; be the man to start the movement, and keep at it until every dealer is within the fold. You will never regret it.

No Negroes for Canada.

At the time of writing, the question of negro immigration is arousing considerable interest and discussion, both in this country and the United States. We believe that a check should be immediately placed on the entrance of negro immigrants into Canada; not alone on account of their reputed physical inability to withstand our climate and their indolence, but rather because they are a people whom it has been proven are not assimilable by any other race. It is admitted that Canada's future greatness as a nation depends largely on this very pro-



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

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CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, MAY, 1911

erty of fusion—the intermixing of many races, but it is a well known fact that the negro race has a strong tendency to segregate or colonize; a property which at the outset makes them undesirable for Canada. Only the lowest type of whites will intermarry with the negro, and it is a well known fact that the offspring of such unions are very prone to inherit all the vices of both parents, in addition to laboring under the disadvantage of being neither a white man or a black. Ethically, all men are brothers, but for practical purposes, having in view the greatest good to the greatest number and bearing in mind vested rights the negro immigrant is not wanted in Canada.

Bright Outlook.

The prospects for Western Canada's crops and consequently her general prosperity, are at the present moment bright indeed. Spring in most districts might be called normal, but probably there was a good deal more moisture available for the early-sown grain than is usually the case. Both rain and snow in considerable quantities visited most parts of the West after the break up of winter and the melting of the snow. It is safe to say that a much greater percentage of farmers will follow the latest approved methods of conserving the precious moisture now in the soil than in any previous year, and given a normal summer, the coming fall should witness the harvesting of Canada's greatest crop. Certainly there is a sufficient increase in acreage to warrant such a prediction.

We firmly believe that the implement trade in general will share in the prosperity which seems assured. The great rush of settlers into the West continues with increased force and numbers. So many are coming from south and east that the railways are having some difficulty to furnish cars. The estimate of 200,000 from the United States will surely be filled if not exceeded. The total immigration by way of Port of March was 4,409 persons, 599 cars of effects valued at \$1,585,000, and cash to the amount of \$6,288,000.

In view of these facts it is hard to see how any person could be otherwise than optimistic.

An interesting feature of the agricultural situation is the sharp demand for flax seed and consequent high price of this grain. There is an almost alarming shortage of flax seed, the world over, and the high prices of last year will probably be eclipsed before this year's crop is marketed. Farmers have cleared the cost of land and crop in the returns from a single planting of flax seed since the high prices went into effect.

In conclusion we may quote J. J. Golden, Deputy Minister of Agriculture for Manitoba, who says this province will have five and three-quarter million acres under cultivation this year and that the crop will exceed that of any previous season. Over 300,000 acres of new land was plowed for crop last year.

There are two things we all ought to do: Try to look upon the dark side of life cheerfully, and the bright side temperately.

The Twelve Laws of Trade.

Translated from the German—
(System)

I
Begin no business until you have the necessary capital at your disposal for establishing the enterprise on a substantial basis. Wait and save until you have enough money for a successful start.

II
Do not start business in a place because it happens to please you, but study the local conditions, and only establish yourself where they are of such a nature as to indicate prospective success.

III
In the choice of a location, do not think that the lowest rent is the cheapest, or that you can hunt up customers if they do not come to you. It is cheaper to pay a high rent than to lose time in going round. But of course the rent must be in proportion to the available means.

IV
It is not pleasant to have debts, but it is better to owe money for a new and good installation than to lose it in an old one.

V
Buy no business which has failed, or which has been given up by its owner for lack of prosperity. The old stock will be like so much lead around your feet.

VI
Consider your opponents to be honorable people, and do not believe everything the customers tell you about them. It is a bad habit but the privilege of customers to play off competitors against each other.

VII
Treat your customers in a decorous and honorable manner; do not deceive them by misrepresentation, and do not be too communicative about your business secrets.

VIII
Insist on cash payments from unknown persons, and with every one restrict credit as much as possible. Of ten long credit customers, one will take you in, and you will lose with that one all you have made out of the other nine. Be particularly cautious with new customers who pay small bills quickly, and then give large orders without any cash payments being stipulated.

IX
Engage capable assistants and pay them satisfactory wages. Treat them well so that they may take an interest in your business. Do not act toward them in a narrow-minded manner, but do not be too indulgent. Make inquiries about their capacity and then require each one to do his best.

X
Pay your accounts punctually and see that you get your cash discount.

XI

Do not tell what profit you are making, as you will thereby only invite competition.

XII

When you have made your own position secure, do not be narrow-minded with your colleagues but allow them to profit by your experience.

Manure Spreaders.

It is becoming no uncommon thing to hear such expressions as "old land," "worked out farm," in Western Canada. To those accustomed to the farming methods of the older countries these remarks are nothing short of ridiculous. The soil of European countries has been tilled for centuries, and is at the present time yielding greater crops than ever before. The reason for this is well known to many, but there are still those who are careless enough to crop their land as though they supposed that soil fertility is inexhaustible, and that crop after crop may be taken from the land without returning to it some form of plant food. It is an established fact that to obtain the best results on the farm, fertilizer of some kind must be returned to the land. This has now been made easy for the farmer by the introduction of the mechanical manure spreader, which is becoming popular throughout the continent. While there are a few districts in the prairie provinces where the use of manure is actually a disadvantage because of the rank growth induced, these areas are small and infrequent.

As a special line for the implement dealer, the manure spreader is a most valuable adjunct, and the arguments in favor of this machine over the old hand method are sufficiently forcible to make sales comparatively easy. It is a machine which, perhaps, sells itself more readily than any other innovation, for the saving in time, unpleasant labor, and the better results obtained are all so readily discernible that any farmer who sees one in operation wants it. One machine placed in a district thus creates a demand for others.

To sum up, the following excellent reasons may be given in favor of the spreader: comparatively low cost, simplicity, saving in time and labor, uniformity of spreading, thorough mixing.

Hay Crop in Canada

The total area under hay and clover in Canada in 1910 amounted to 8,515,400 acres, yielding a total of 15,498,000 tons, valued at \$149,716,000. Hay and clover thus constituted the largest and most valuable field crop of the Dominion in 1910; oats, \$114,365,000, coming next; with wheat, \$98,525,000, third.



W. J. Thorpe.

W. J. Thorpe, an excellent portrait of whom appears above, first entered the thresher business with the J. I. Case Co. at Lincoln, Neb., in 1902, and after being on the road staff of this company for four years he joined the Gaar-Scott Co. with headquarters at the same city, remaining in their service for another four years. During the past year Mr. Thorpe was travelling for the Minnesota Moline Plow Co., with headquarters at Great Falls, Montana, which concern he has left to assume the management of the Canadian branch of the Gaar-Scott Co., with headquarters at Winnipeg.

Mr. Thorpe is 41 years of age and while this is his first visit to Western Canada, there is no doubt his energy and enthusiasm will make him a valued acquisition to the trade in this territory. We extend him a hearty welcome.

Keeping Tab on the Farmer

One of the best methods of adding to the yearly sales is to keep a careful record of what machinery the farmers of a district will need at a later date and then get after them sufficiently early. The only difficulty which presents itself is that of obtaining the requisite knowledge of what the farmers will some day want. One method of getting this is to discreetly question every customer as to the possible needs of his neighbor and note the information in a book or card system for future reference. Another help is found in the record of sales which every careful dealer keeps. By turning back several years it is easy to discover those whose machinery must be getting antiquated. In this way a goodly list of prospects is started, and from time to time may be added to as other information comes to hand. Many dealers make a practice of driving through their territory on



J. C. Brosnahan.

The above engraving is an excellent likeness of J. C. Brosnahan, who has recently been appointed assistant sales manager for the I.H.Co. at Winnipeg. Mr. Brosnahan entered the employ of the Company at Grand Forks, N.D., in 1904 as assistant cashier. He acted in that capacity until 1906, when he was appointed assistant travelling auditor. During the year 1907 he was in the sales department at Calgary and in 1908-9 he assisted Mr. Potter at Saskatoon. Previous to his present appointment Mr. Brosnahan was travelling auditor for Western Canada, and has acquired an excellent working knowledge of all branches of the business. M. J. Rodney, manager of the Winnipeg branch, looks to Mr. Brosnahan for valuable assistance in his new capacity.

a regular canvass when time will permit and on these occasions old implements are carefully noted, together with the names of their owners. At the proper moment a call is made or a carefully worded letter is sent to each prospective customer suggesting that he will shortly be in need of a certain machine, and that the sender will be pleased to show him one which is reliable and up-to-date.

A deep impression is often made on the recipient of this letter because he is at a loss to know how the dealer discovered that this particular implement was worn out and needed replacing. It is a safe bet that the foundation of a sale is often made by this method and if closely followed up in all cases, will often result in the deal going through.

The road to near-success: Dirty show windows, soiled linen and a three days' growth of beard.

Personals

W. T. Leggett is opening an implement store at Cupar, Sask.

Halliday & Noble are a new concern at Pangman, Sask.

Shields & Burrow have commenced business as implement dealers at Kerr Robert.

A. D. Nicholson, implement dealer at Medora, Man., has been succeeded by Hislop & Findlay.

Jas. Horan is reported successor to W. N. Doan, harness and implement dealer at Allan, Sask.

H. H. Aldred has commenced an implement business at Ceylon, Sask.

Blair & Moran, implement dealers at Stettler, Alta., have dissolved, H. A. Blair continues.

Groat & McIntosh have commenced an implement business at Elkhorn, Man.

A. A. McGregor, implement dealer and grocer at Bassano, Alta., has discontinued.

West & Creighton is the title of a new implement concern at Ferintosh, Alta.

Wm. Aupperle has begun business as an implement dealer at Keeler, Sask.

Hall & Butcher, implement dealers at Punichy, Sask., have dissolved. J. Hall continues.

Mystrom & Reid have commenced an implement business at Amisk, Alta.

Ole Hanson has opened an implement warehouse at Bawlf, Alta.

J. H. Harman is starting an implement concern at Pangman, Sask.

Morrison & Eby, implement dealers at Carman, Man., are opening a branch at Sperling.

Noble & Halliday are opening an implement business at Pangman, Sask.

Heidebrecht Bros. is a new implement concern at Rush Lake, Sask.

G. Tupling, implement dealer at Heward, Sask., has been succeeded by Mitchell & Ellis.

F. Coumont, implement dealer at Howell, Sask., has sold out to C. Dennis.

J. Carleton is commencing an implement business at Lenore, Man.

O. Dunton has purchased the implement business of J. R. Cornwall at Sidney, Man.

Evans & Chapman have started an implement store at Davis, Sask.

Schonhoffer & Kindermann are commencing a harness and implement business at Dysart, Sask.

John Kenney has opened an implement warehouse at Edmonton, Alta.

Joseph Maw and family have left for England, where they intend to take in the coronation ceremonies, after which, we un-

derstand, they will visit many other interesting points in Europe.

R. Smith, liveryman at Edmonton, Alta., is adding implements to his business.

R. W. Scott, implement dealer at Leduc, Alta., has been succeeded by H. Grapentin.

The capital of the Anchor Fence Co., Ltd., Winnipeg, has been increased to \$50,000.

George & Co., implement dealers at Macleod, Alta., have sold out to Barker & Dilworth.

Thompson & Carnahan are commencing an implement business at McAuley, Man.

Whitley & Hurlburt are commencing an implement business at Alsask, Sask.

J. Carnahan, implement dealer at Fleming, Sask., has been succeeded by R. J. Balfour.

C. R. Torgersen is opening an implement warehouse at Netherhill, Sask.

Rideout & Sheck, implement dealers at Perdue, Sask., have opened a branch at Laura.

F. E. Kerr is retiring from the firm of Soldan & Co., implement dealers at Saskatoon, Sask.

The Smith Purse Co., implement dealers and liverymen at Adanac, Sask., have dissolved. F. H. Smith retires.

Brandt & Funk, hardware and implement dealers at Drake, Sask., have been succeeded by Isaak & Janzen.

Hamilton Bros., lumber and implement dealers at Crandell, Man., have dissolved. T. Hamilton continues.

Andy & Ward, implement dealers at Langdon, Alta., have been succeeded by J. C. Forton & Sons.

Harry Anderson, manager of the Tudhope Anderson Co., and David Drehmer, assistant manager of the John Deere Plow Co.,

have returned from a month's absence in the south.

McNeil & Lane are reported successors to McNeil & Cross, implement dealers at Vegreville, Alta.

V. P. Byam, general store and implement dealer at Zelma, Sask., has sold the implement business to Holtorf & Erickson.

E. G. Stevens is reported successor to Robertson & Stevens, implement dealers at Forward, Sask.

C. H. Stinson has returned to Winnipeg after spending a few days in the twin cities on business.

J. D. Taylor, Western manager of the Goold, Shapley & Muir Co., has just returned from Saskatoon and other Western points.

E. A. Mott, Western general manager of the Cockshutt Plow Co., has returned to Winnipeg, after a six weeks' absence in the south and east. Mr. Mott, judging from his appearance, has benefitted greatly by his trip.

V. E. Bush, of the Advance Thresher Co., Battle Creek, Mich., and E. F. Coddington, collections manager of the Minneapolis Thresher Co., Minn., spent a few days in Winnipeg recently with the American Abell Co.

O. A. Lee, implement dealer and blacksmith at Bannerman, Man., spent a day or two in Winnipeg during April. Mr. Lee came into our office for a friendly chat and reported business improving with every indication of a good season.

G. H. Watts, who for the past fourteen years has been secretary of the W. Johnston Co., Winnipeg, has moved to Vancouver, where he will take the position of secretary with the Vancouver Carriage & Implement Co.

S. H. Jones and S. Chrisman, of

Richmond, Ind., spent a week recently with the Winnipeg branch of the American Seeding Machine Co. Mr. Jones is with the experimental department of the Hoosier division of this concern and Mr. Chrisman is similarly employed in the Kentucky division.

S. H. Chapman, president and general manager of the Ontario Wind Engine & Pump Co., and G. M. Miller, the company's architect at Toronto, are spending a few days in the city, during which time contracts will be let for the construction of the company's large new warehouse on the corner of Logan Ave. and Arlington St.

Presentation to E. A. Mott.

At a meeting of the Motor Trades Association held in Winnipeg April 26 an interesting feature of the evening's business was the presentation of a handsome chime clock to E. A. Mott, manager of the Cockshutt Plow Company, as a memento of the association's first annual automobile show. The presentation was made by President F. E. H. Luke, who reminded members of Mr. Mott's kindness in coming forward and offering the use of the Cockshutt building just at the time when difficulty was being met in securing a suitable building.

Mr. Mott thanked the association very warmly for this entirely unexpected gift, and said that while he would always value very highly the beautiful present, he would value still more the expression of the members' feelings which had been so kindly voiced by President Luke.

Imperial Machinery

The above is the title of a new catalogue issued by the Robert

Bell Engine & Thresher Co. of Seaforth, Ont., and Winnipeg. Thirty-two pages, fully illustrated with artistic half tone engravings, are devoted to traction, portable and stationary steam engines, Imperial grain separators, saw mills, and a full line of threshers' accessories. Dealers interested should write for a copy of this catalogue.

New Company Formed

The Canadian Automatic Shocker Co., Ltd., has been incorporated under the Manitoba Joint Stock Companies Act to take over the patents for Canada of the Thorne-Alderson Shocker. This shocker is attached to an ordinary binder, and, we are informed, was operated in the fall of 1910 with satisfactory results, and the company expect a heavy demand for the machine in the coming harvest. The Canadian rights of the McManus Shock Loader have also been acquired by the new company, and in addition the Canadian rights of various other inventions have been obtained from Mr. James McManus and Mr. C. W. Davidson. There should be a valuable market for these machines in the West owing to the scarcity and expensiveness of farm help.

The Useful Tractor.

The Tractor on the farm arose
Before the dawn of four,
It drove up the cows and washed
the clothes
And finished every chore.

Then forth it went into the field
Just at the break of day,
It reaped and threshed the golden
yield
And hauled it all away.

It plowed the field that afternoon,
And when the job was through
It hummed a pleasant little tune
And churned the butter, too;

And pumped the water for the
stock
And ground a crib of corn,
And hauled the baby, round the
block
To still its cries forlorn.

Thus ran the busy hours away
By many a labor blest,
And yet, when fell the twilight
gray,
The Tractor had no rest;

For while the farmer, peaceful
eyed,
Read by the Tungsten's glow,
The patent Tractor stood outside
And ran the dynamo.
—Peoria Herald-Transcript.

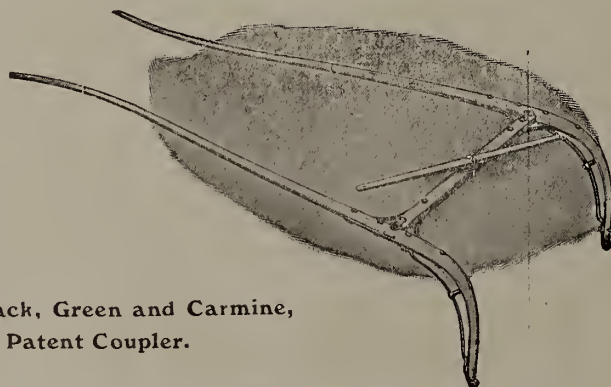
What Every Man Needs

Who uses a buggy, is a pair of our Twentieth Century Shafts. They are the most up-to-date shaft on the market at the present time.

**Note the Heel
Brace**

**Impossible to
Break at Heel**

Carried in Stock, in Black, Green and Carmine,
with or without Patent Coupler.



**Why not buy
the best
when they
cost less than
the
ordinary?**

Try a few pairs for a sample and we will take a chance on your future business.

D. ACKLAND & SON Ltd., Winnipeg.

**Dowagiac Drills & Seeders
Are the Leaders**
REASONS WHY
ASK US NOW YOU SHOULD KNOW
DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH.

The Cost of War

The American Association for International Conciliation issue literature monthly bearing on the enormous expenditure for armaments which is now borne by the nations.

The executive committee of the Association wish to arouse the interest of the American people in the progress of the movement for promoting international peace and relations of comity and good fellowship between nations.

On preparation for war, or, to put it officially, for the preservation of peace the eight great powers spent in 1908 \$1,320,000,000. Of these powers four, Russia, Germany, Great Britain and France, spend more than \$200,000,000 annually for this purpose, and the United States spends not much less. Every year the French pay \$5.21 per capita, the British \$4.46 and the Germans \$4.07 for the security against foreign invasion that military and naval establishments are supposed to afford. All of which indicates that peace, under modern conditions, is a luxury to be secured only at heavy cost.

Norman Angell, whose book "The Great Illusion," is the most notable recent contribution to the cause of peace, says:

"Whatever may have been the

case once, the development of the last thirty or forty years has brought about a situation which rendered it impossible for one country really to achieve anything by military victory over another—neither markets nor colonies, nor a larger place in the sun, nor better conditions for her people, nor any of the objects which furnish the real motives of national policy. Though the fact is as yet but dimly realized by the average politician in Europe, certain economic phenomena peculiar to our generation—of which reacting bourses and a synchronized bankrupt the world over are perhaps the most characteristic—have rendered modern wealth and trade intangible in the sense that they cannot be seized or interfered with to the advantage of a military aggressor, so that the benefits which in former times may have come from successful conquest are rendered nugatory. The moral of which is, not that self-defence is out of date but that aggression is, and that when aggression ceases—and it will cease as soon as it is seen to be profitless—self defence will be no longer necessary."

Those interested in this subject can obtain, gratis the publications of the Association by writing them at Sub-station 84, 501 West 116th Street, New York City.

Power of Advertising.

Advertising is a salesman that is always at work, but never wearies a customer; that calls on the same man until he is convinced but never annoys him with his insistence; that wastes no time, wastes no words and that can always gain an audience and a hearing. Alone among salesmen, advertising has free access to the libraries of President Taft and Mr. Morgan; it marches unchecked past the secretary of the big merchant and enters without hindrance the store of the retailer. When it cannot tell its story to a man in his office it can gain his attention in his home. No country is so remote, no village is so dead, that it does not go there for orders and get them.—Saturday Evening Post.

New Warehouse for I.H. C.

The International Harvester Company have leased for a long period land from the C.P.R. on the Kaministiquia river near Fort William, and will erect a five-story cement warehouse for the accommodation of the overflow of the Eastern factories. The capacity of the warehouse will be from 800 to 1,000 cars and it will be constructed with all the latest equipment. The plans of the building will be ready in a short

time, and arrangements for the building completed. The present quarters of the I. H. C. on Main street will undergo some repairs, so as to bring the show room from the second floor to the ground floor front.

"Flour" City Tractors.

The Kinnard Haines Co., Minneapolis, Minn., are distributing their Catalog No. 17 descriptive of "Flour City" tractors. The book is tastefully bound and printed in two colors, delicate shades of purple and stone serving to enhance the pages. The half tone engravings show various plowing scenes, details of the "Flour City," etc. Those interested should write for a copy of this elegant catalog.

Then and Now.

An old timer figures that it cost about \$4.95 to cut an acre of wheat with one of those old-fashioned sickles, and that when the grain cradle was brought into use the cost of harvesting was reduced to \$2.60 an acre, and that the modern binder reduced the cost to \$1.25 an acre. It is said that the big steam harvester-threshers used in California can harvest and thresh an acre of wheat at the cost of 50 cents an acre. Modern inventions have eliminated four-fifths of the manual labor on the farm.

DOLLARS FOR DILIGENT DEALERS

There are few months in the year when the Kramer Light Running Plow Attachment cannot be used to great advantage on Western Canadian soils.

The Kramer is especially effective when used in connection with Summer Fallowing, Backsetting and Stubble Breaking. In the preparation of the Seed Bed for fall sowing it combines the functions of the harrow, packer and pulverizer, and pays for itself in a few days. It is not too early to place your order now to meet the requirements of farmers for stubble plowing.

You can afford to push the sale of the Kramer Attachment. It means dollars in your pockets.

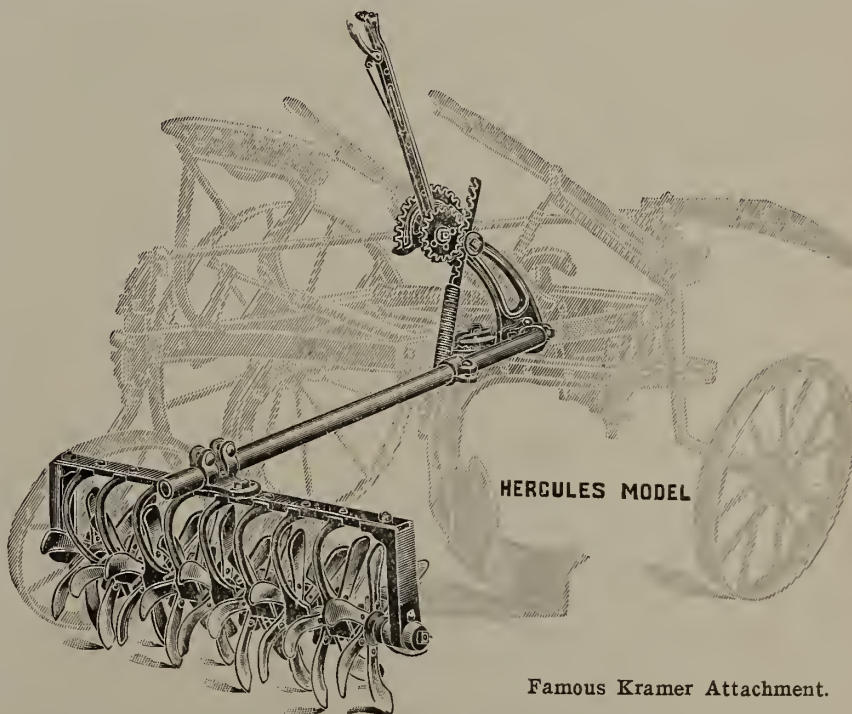
The farmer is becoming acquainted with its splendid work and labor saving qualities. He has been reading about it in his farm paper. He has been learning about its reliability and efficiency. The farmer is already a prospective customer. Mr. Dealer, it's up to you to place the Kramer in stock and turn the prospect into a sale.

It doesn't take the dealer long to sell one of the Modern Kramer Attachments.

Blades ground to a butcher-knife point—Geared Lift—Vertical Spring Tension—Lever Adjustment, and Light Running Taper Spindle Bearings are exclusive Kramer features and appeal to farmers everywhere.

The Kramer is the Genuine, Original Plow Attachment—The Prize Winner everywhere, and the only tool of its kind having won the endorsement of leading State and U. S. Departments of Agriculture.

If new and powerful models—The right kind of prices and terms appeal to you, write for particulars—Do it to-day.



HERCULES MODEL

Famous Kramer Attachment.

THE KRAMER CO., Winnipeg, Man., and Paxton, Ill.

JOHN DEERE PLOW CO. LTD.

Winnipeg

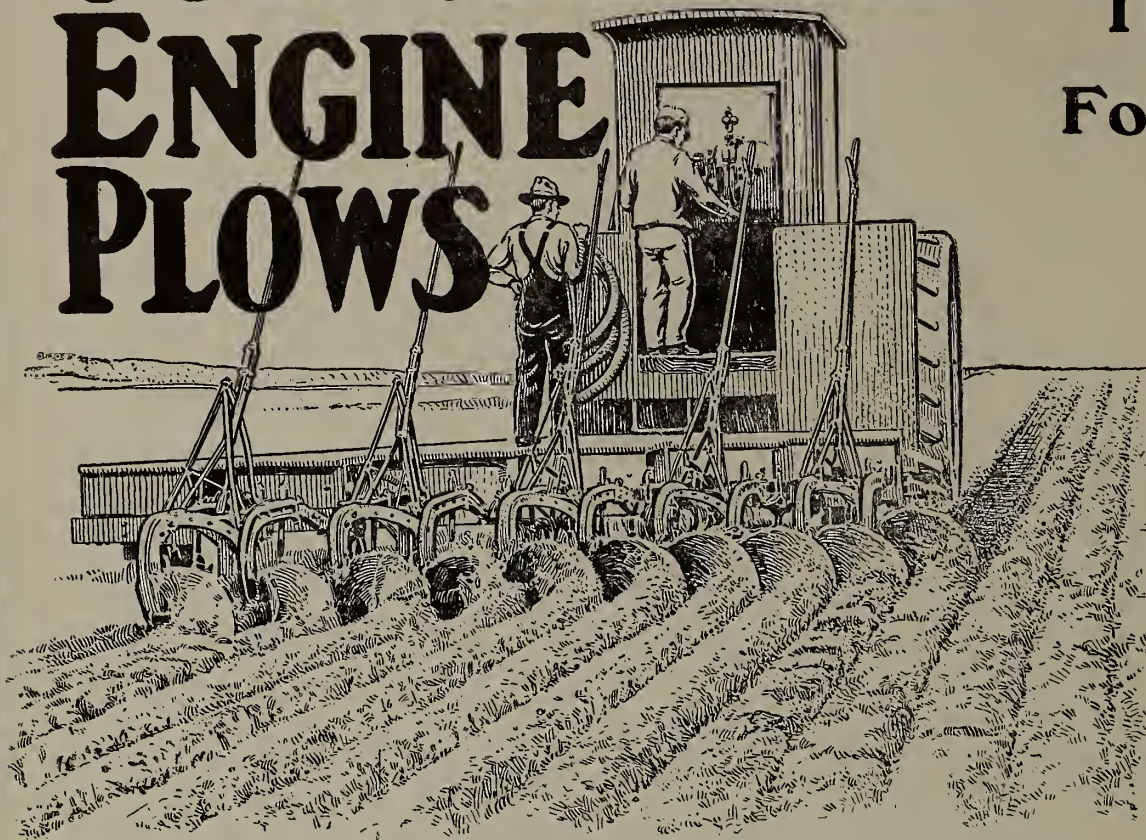
Regina Saskatoon Calgary Edmonton Lethbridge

JOHN DEERE ENGINE PLOWS

Four, Six, Eight,
Ten, Twelve, or
Fourteen Bottoms

Equipped With

Deep Suck, Quick
Detachable Shares
Handiest Feature
Ever Put on an
Engine Plow.



SELL JOHN DEERE ENGINE PLOWS

Because these plows have the longest successful field record back of them.

And more of them are in use than of any other make, which is the best evidence of their efficiency.

Because it is a safe bet that farmers generally will not buy an implement unless it gives satisfaction.

John Deere Engine Plows are very strong, pull easy, handle easy and do the finest kind of work.

They are strong because of the high grade material used.

They pull easy because **John Deere** bottoms are light in draft.

They handle easy because there is only one lever for each pair of plows and every other desirable convenience is provided.

They do the finest work because the pulverizing and turning qualities of **John Deere** bottoms have never been equalled.

QUICK DETACHABLE SHARES A GREAT ADVANTAGE

It takes a lot of valuable time to change shares on an ordinary engine plow.

John Deere Engine Plows are equipped with **quick detachable shares** which can be changed in one-fifth the time usually required for other makes.

Each share is removed by taking off one nut, which is easy to get at instead of four nuts inconveniently located.

Illustrations below give you a good idea of this feature.

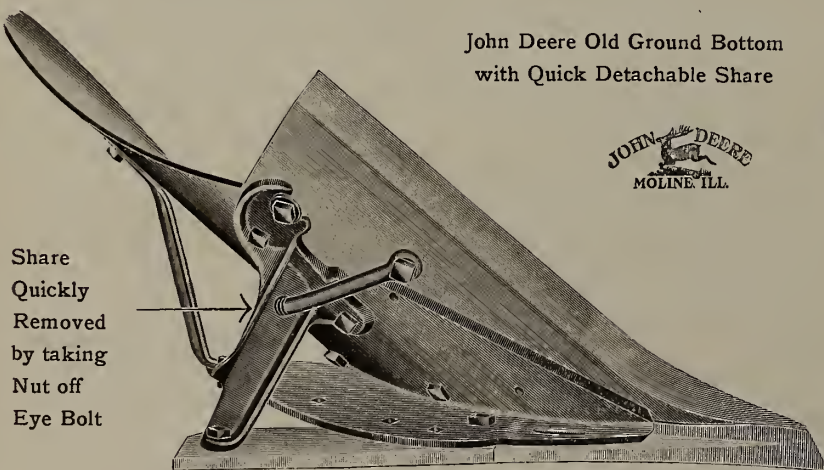
Another thing, the one eye bolt holds the share more securely than when bolted to frog in the old way.

Think of saving 80% of time ordinarily required to change shares. This means a lot—especially when in a hurry.

Write us for dealer's proposition or send for *Engine Plow Book*.

This book contains all available valuable information on *Engine Plowing*.

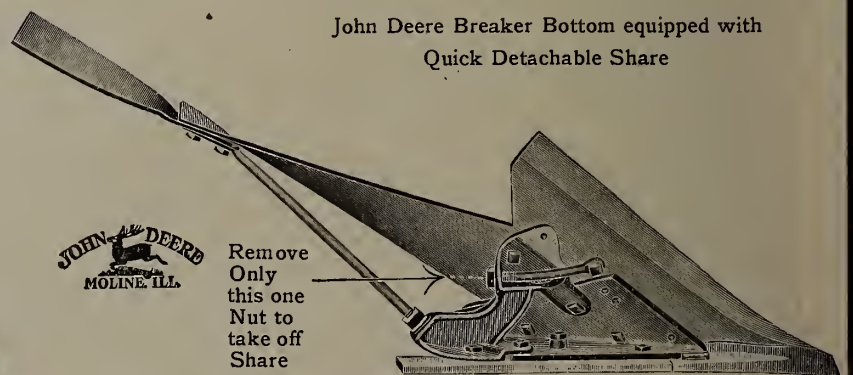
John Deere Old Ground Bottom
with Quick Detachable Share



Share
Quickly
Removed
by taking
Nut off
Eye Bolt

JOHN DEERE
MOLINE ILL.

John Deere Breaker Bottom equipped with
Quick Detachable Share



JOHN DEERE
MOLINE ILL.

Remove
Only
this one
Nut to
take off
Share

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

BROCKVILLE VEHICLES

"CANADA'S STANDARD"

THE WROUGHT IRON LINE

The kind that Sell, Build up your Trade, and Make you Money.

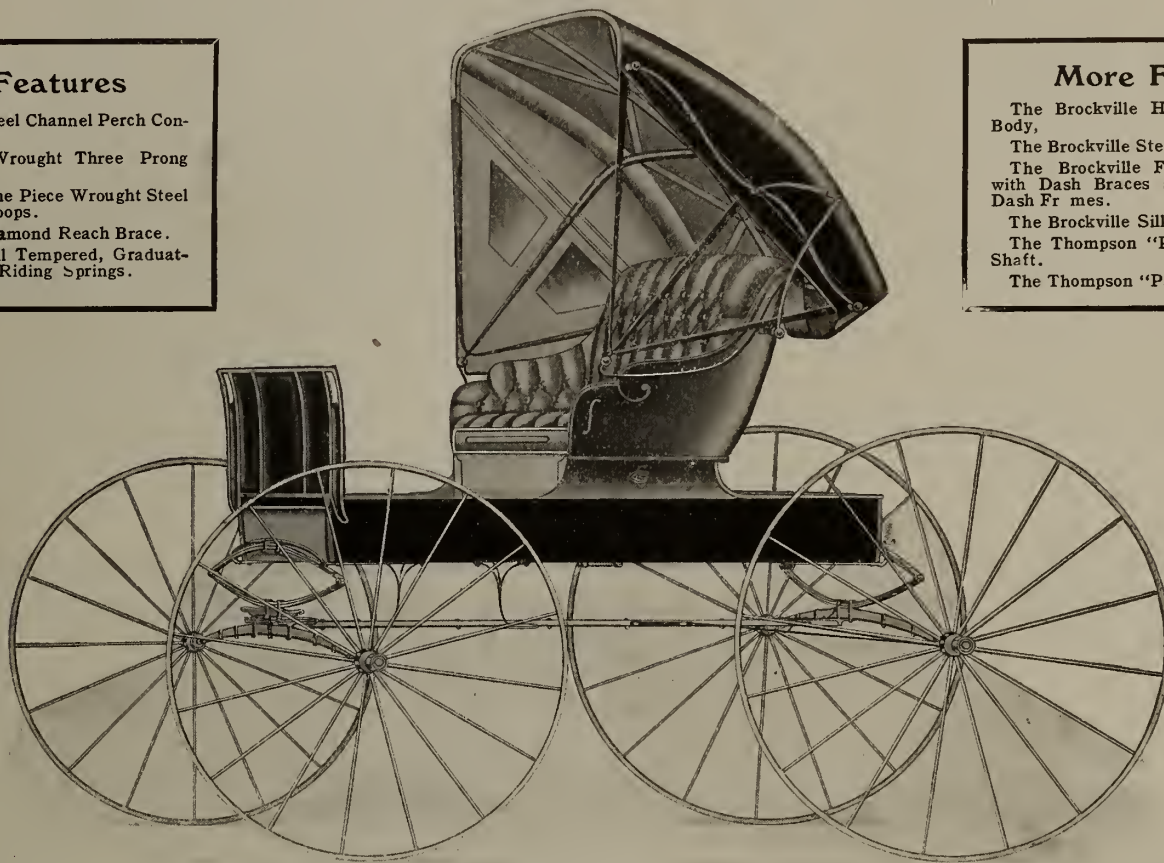
The Brockville Wrought Iron Line embodies more special features and strong points than any other line of Vehicles offered to the Canadian Dealer.

Some Features

The Brockville Steel Channel Perch Construction.
The Brockville Wrought Three Prong 12 Inch Circle.
The Brockville One Piece Wrought Steel Continuous Body Loops.
The Brockville Diamond Reach Brace.
The Brockville Oil Tempered, Graduated Cast Steel Easy Riding Springs.

More Features

The Brockville Heavy Panel plugless Body.
The Brockville Steel Clamp Body Corner.
The Brockville Full Padded Dashes, with Dash Braces and Rails welded to Dash Frames.
The Brockville Silk Rubber Top Lining.
The Thompson "Patent" Truss Brace Shaft.
The Thompson "Patent" Safety Pole.



NO. 548 "BROCKVILLE" AUTO SEAT AND TOP."

Just what you are looking for.

Just what your trade wants.

Something Special!

Something New!

Something Different for 1911!

More Special Features

More Talking Points

More Satisfaction

Don't fail to see Supplement B to our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles—"Canada's Standard."

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

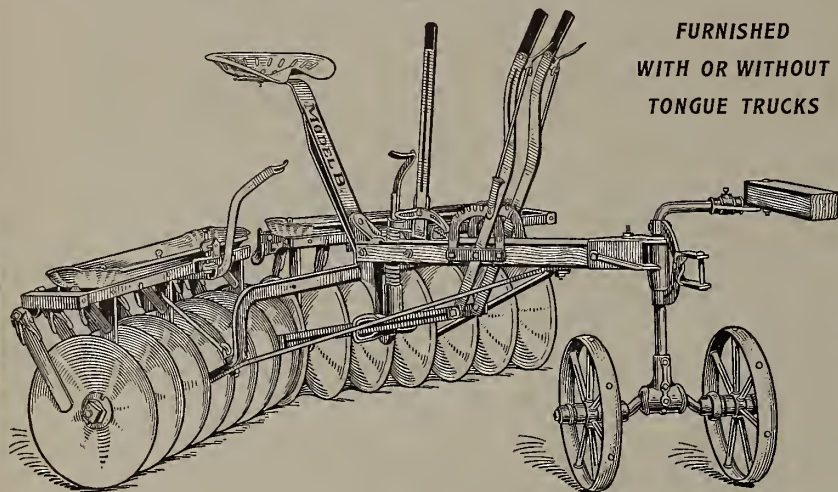
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DISC HARROWS

Deere Model B Disc Harrow

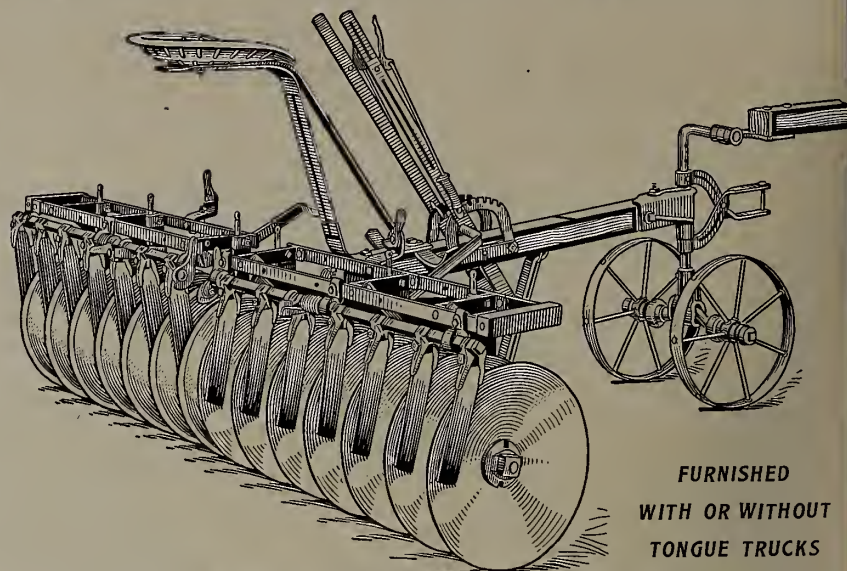
Deere Model K Disc Harrow



FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

It is the Only Real Flexible Harrow

PROGRESSIVE Farmers know how much more satisfactory our Model "B" Disc Harrow does its work of pulverizing the soil evenly—without skipping rough places in the "middle"—because our Third Lever With Spring Pressure Yoke and controlled draw bars enables you to govern your discs. They can't push up in the centre, as with ordinary machines. You pull the lever and it locks automatically with discs working through dead furrows or over ridges, always cultivating thoroughly. Special features besides superior malleable iron parts and extra durable construction are: Easy, Double-Spring Seat—High Frame out of dust—Adjustable Disc Scrapers—Lighter Draft, etc.



FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

A STRONG, substantial two-lever harrow, slightly lighter than Model "B," but having many of its points of superiority. The Frame is made from a single piece of heavy steel. The frame bars, crosstrees and braces are all steel, very securely riveted and bolted together.

The Scrapers are of the improved oscillating style, and can be easily removed or replaced. Hard Maple oil-soaked bearings are used on this harrow. Disc Blades are made of the very best quality steel, thoroughly polished and sharpened. Double Angling Levers on this harrow ensure a convenient machine for lapping lands and for hillside work.

Both of the above styles of Disc Harrows are excellent tools to pull behind a John Deere Engine Gang

NEW DEAL WAGON

New-Deal Wagon

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skins are dust-proof, therefore will hold grease longer and run easier than others.

Skins are heavier; bell is longer and larger, taking more axle.

Has riveted grain cleats (not nailed or screwed).

Bottom of box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight



New-Deal Wagon

Spring seat with 3-leaf springs (not single leaf).

Steel bolster stake plates on side of box.

Neck yoke 48 in. long (not 42 in.)

Has trussed tongue, cannot break or warp.

Has channel iron reach really indestructible.

Is extra well painted, striped and finished

Possesses a great many distinctive features of merit.

A WAGON YOU CAN SELL AT A PROFIT

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina

Saskatoon

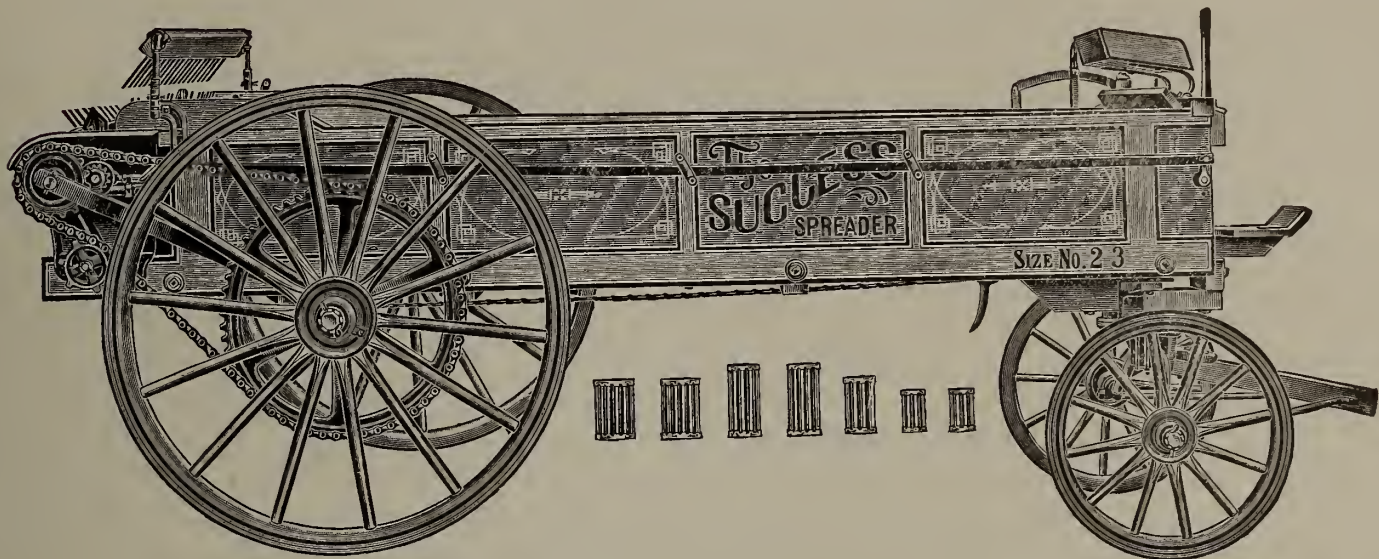
Calgary

Edmonton

Lethbridge

The Light Draft SUCCESS MANURE SPREADER

TAKES ANOTHER STEP IN ADVANCE



**Frame Made Entirely of
Hard Wood — Not Pine**

FOR many years the "SUCCESS" has been considered the typical manure spreader. It was first in the field. It had choice of necessary features. It tested and proved and patented for its own exclusive use all of the worthiest devices. And now it takes another step—a most important step—in advance of all other spreaders.

Seven Sets of Roller-Bearings settle the matter of Draft.

By its equipment with seven sets of roller-bearings—one set in each wheel, one at each end of spreading cylinder and one in cylinder driving mechanism—there is no question but that the Success

Runs a Horse Lighter than any other Spreader

All 1911 "SUCCESS SPREADERS" will be equipped with these roller-bearings. It is a feature we have been working on for years and its value to spreader users cannot be over estimated. The cold-rolled steel roller-bearings at the same time

Save the Horses and Save the Machine

The roller-bearings do away with all friction and wear in the working parts; they lessen the shocks and strains from driving over rough, uneven ground; the entire machinery runs with less power, consequently with less breakage; they cause the Spreader to run almost as smoothly and evenly as a stationary machine.



"My Boss has the SUCCESS Spreader"



"My Boss has the other fellers'"

WRITE FOR CATALOGUE

**A DEERE AGENCY GIVES YOU CONTROL OF THE "SUCCESS,"
The Best Manure Spreader ever built.**

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Plowing Matches.

More than twice as many plowing matches will be held in Saskatchewan in 1911 as in 1910. This is a most gratifying increase—gratifying not only because any increased interest in means of agricultural education makes good news, but because the plowing match is one of the best of these means. Ever since we first visited the Bird's Hill plowing match, writes A. F. M. in the Free Press, the value of these events has been very evident to us. A man may buy a horse to-day, exhibit and win with him at a show to-morrow and sell him the next day. He has the honor of having won first prize, but there is little credit coming to him. No man can win first at a plowing match by such means, however. Prizes there depend not upon what you own, but what you are. A good team and a familiar plow count for much, but skill and constant practice are essential.

A few years ago the championship of Manitoba was won by a man plowing with a team which he had only seen a few hours before and had never plowed an acre with, and in soil the opposite to that which he was familiar with. It was acquired skill and careful work that did the trick, and this applies to plowing the world over. When a man wins a prize with an animal he didn't raise, but merely bought a few weeks before, the fact merely indicates the possession of good judgment—or of judgment similar to the judges'; but when a man wins against competition in a plowing match

the fact is practically a guarantee that the farming done by the winner is of the same high quality. You can't win a prize at a plowing match without doing good plowing at home, for plowing is not work that lends itself to high quality suddenly acquired. The good plowman is master of an art acquired only by steady and persistent effort.

Then, again, note that we spend a very much larger portion of our time at the tail (or on the seat) of the plow than at any other single task of the year's work on the farm. Men don't usually take particular pains with the task they spend a lot of time at, only to do carelessly the rest of their work. Find the man who is thorough and careful with his plowing—does straight, even work at the proper depth, covers the weeds and has the outfit working smoothly—and you have found a man who, so far as his knowledge goes, will prepare a good seed bed, sow straight, and, generally farm neatly and well.

Some experience with plowing matches prompts a few general hints that are not untimely, even though plowing matches may yet be two months away. Select the field upon which the match will be held without delay and take immediate steps to have it disced and packed. If this is done the result will be a field in much better shape for the match. The discing will promote an even growth of rubbish and will check the growth of what would otherwise be the tallest weeds, and volunteer grain. By creating a mulch it will also conserve the moisture near the surface and the field will

be in much better mechanical condition for plowing. The packing will complete the work of making a mulch and stopping evaporation and will also leave a firm level surface that will greatly improve the chances for even work of good appearance. It may be argued that there is no need of doing this preliminary work, as whether it is done or not, conditions will be the same for all competitors. While this is true, it is no real argument. We should aim to provide conditions as nearly perfect as possible. Then the best work can be done and all competitors feel the encouragement of working under favorable conditions. A plowing match is educational or nothing, from the spectators' standpoint. Therefore everything that reasonably can be done to make the average quality of the work high should be done in order that a favorable impression may be created and high ideals of what plowing may be carried away.

Fred H. Carroll, secretary for the plowing match at Carroll, Man., reports: "The provincial plowing match will be held at Carroll on June 15, 1911. Entries for the championship cup, donated by Lieut.-Governor McMillan, must be from members of agricultural societies holding annual plowing matches, must be signed by the president and secretary of the same, and be in the hands of the secretary not less than a week before the match. This is provided for by the rules laid down by the trustees of the cup.

"The match is one of the largest and best patronized of any held in Manitoba. Despite rain and unfavorable conditions last year, there were 40 plows and over 1500 people in attendance at the contest. This year we hope to hold out extra inducement to plowmen from a distance. Our bills, which will be out June 1st, will give full particulars. For any other information write the secretary."

Reasons for Rush.

An American professor says the American moves rapidly because his fundamental philosophy is that you must be quick sometimes if you do not wish to be hurried always. You must condense, you must eliminate, you must save time on the little things, in order that you may have more time for the larger things. He systematizes his correspondence, his office work, all the details of his business, not for the sake of system, but for the sake of getting through with his work. In his office hangs a printed motto, "This is my busy day." He does not arrive at the railway station fifteen minutes before the departure of his train because he has something else that he would rather do with those fifteen minutes. He does not like to spend an hour in the

barber shop, because he wishes to get out to his country club in good time for a game of golf and a shower bath afterward. He likes to have a full life in which one thing connects with another promptly and neatly, without unnecessary intervals. His characteristic attitude is not that of a man in a hurry, but that of a man concentrated on the thing in hand to save time.

Back to the Land.

Back to the land is the cry to-day—back to the dear old farm, To the fields and brook and the winding lane, back to their sylvan charm.

Back to the little attic roof which in boyhood days you knew, Where the raindrops pattered upon a roof, and sometimes pattered through.

Get up each morn before the sun and milk the lowing kine

And carry the oats and hay and corn to the horses, sheep and swine;

Bring in the wood and the water, too, enough to last all day, Then breakfast eat by candlelight, and ho, to the fields away!

Follow the plow from morn till night, scatter and sow the seeds,

Then get the hoe and hurry along and chop down all the weeds; Hunt for eggs in the hayloft and take your weekly turn

A-helping along the women folk by working the butter churn.

But, oh, for the glorious harvest time, when you gather the wheat and rye,

With the mercury ninety in the shade and the sun in a cloudless sky!

You reap and mow and garner the crops and never mind the sun And eat your supper by candlelight when the harvest day is done.

Gather the autumn's golden fruit from the orchard's loaded trees,

Husk the corn that the frost has nipped till your hands begin to freeze;

Off to the woodland day by day while the weather still is good,

Mauling the rails to mend the fence, chopping the winter wood;

Then do the chores that you did at morn, and after the stock is fed,

Wind up the clock and put out the cat, and then you're off to bed.

Back to the land, all ye who will, but I'll go back no more,

For I got all that was coming to me when I was there before!
—New York World.

Are You a Judge of Good Fencing?

DO you know a good piece of fencing when you examine it? Or do you judge a certain make of fencing from the records it has made? Judge it as you may, you will find that the **LEADER** fencing is the highest quality. Look at the **LEADER** construction. That wonderful **LEADER** lock is the strongest part of the fence. It not only grips the lateral wire to the stay, but the ends of the lock are curved in such a manner that the lock practically interlocks itself, giving it a double grip. And a double grip means a doubly strong lock, a twice-as-strong fence, a twice-as-good investment and that is what every shrewd business farmer and rancher is looking for.



We manufacture many designs of **LEADER** woven fence, both in the heavy, standard heavy, and medium weight, using only the very best galvanized wire.

We also make the famous and well known Anchor field erected fence, coiled spring wire, lawn fencing, gates, etc.

Our fence and gate catalogue F.I. shows the best styles for horses, cattle, hogs etc. Write for a copy to-day to

Anchor Fence Co. Ltd.

Box 1382

Cor. Henry and Beacon St.

Winnipeg, Man.

Utilizing Flax Straw.

The Winnipeg Industrial Bureau recently appointed a committee to investigate the manufacture of linen from flax straw, with a view of ascertaining whether this industry could be profitably undertaken in Canada, where enormous quantities of flax straw are annually burned. In their report the committee gave the following details of their visit to an experimental plant at Duluth:

"James Brolin, manager of the Western Linen Mills, showed us through the plant, a factory that, with the machinery in use, has cost the men who engaged in this enterprise about \$50,000. Mr. Brolin went into the matters of material, processes and production with us very thoroughly, and gave us every opportunity to see the plant in actual operation. We were thus able to see the flax straw as it was taken from the threshing machine, treated and worked upon wholly by machinery, until it was turned out in finished products of yarn, twine and linen fabric. Stated briefly the processes of the Western Linen Mills comprise mechanical operations which take the place of the slow, tedious work that is done by hand in the flax fields and mills of the old country, and produce yarns, threads, twine and fabrics that are in great demand all over

our West and which are now imported heavily from Eastern Canada, Great Britain and the United States. We saw these processes actually worked out and brought back samples of the products which are on file here for inspection. Mr. Brolin also gave us figures which enable us to report that the processes in use by the Western Linen Mills take 70 per cent. from the flax straw in the first operation, 50 per cent. of the remaining product in the second, or degunning process, and a further reduction of 40 per cent. in the third process, finally producing 108 pounds of yarn from a ton of flax straw, which has a market value of 22c. per pound, or \$23.76 per ton of straw put through the machines. Besides this, there are by-products of tow and mattress and paper material which are worth \$15 more, or a total of \$39.00 derived from every ton of flax straw treated. The cost of this flax straw laid down at the factory in Duluth is \$12 per ton.

"The bearing of all this upon our own agricultural and industrial life is very important. Bear in mind that the processes of the plant which we saw at Duluth take the flax straw just as it comes from the field—cut by machine, threshed by machine and in all the disorder into which it has been thrown; no pulling nor any costly hand work whatever. Half a million tons of such flax are

burned every year on our Western farms. There is a splendid market at our very doors for every sort of the finished product produced. Flax experts accustomed to old country processes have declared that the Western straw from flax raised for seed is not good for spinning and that flax straw cut and threshed by machine is of no value for factory purposes. The new processes we investigated at Duluth prove that our flax straw that is now wasted in such enormous quantity is a good, merchantable product and one capable of being converted into goods for which we have an unlimited market at hand. An interesting point was that the Western Linen Mills processes have been worked out by shrewd capitalists and that no less a man than John D. Rockefeller is a stockholder in this concern, together with several New York men of high standing in the financial world.

The area under flax in Canada in 1910 was 476,877 acres, of which 438,000 acres were in Saskatchewan, 24,577 acres in Manitoba and 14,300 acres in Alberta.

E. H. Smith, of the American Linseed Co., and president of the Western Linen Mills paid a visit to Winnipeg in April and succeeded in interesting local capitalists in establishing a linen and flax seed mill in this city. Further investigations as to the feasibility of

the project will be made, and if satisfactory a company will be organized to install a plant here.

Electric Power on the Farm.

While it is not likely, in the present state of our knowledge, that electricity will be economically produced or applied to every-day purposes except in those localities favored with natural sources of mechanical power, there seems little doubt that it is an ideal power for the farmer, and in the future it is possible he may run his own power plant, applying the current by transmission wires to the various machines which at the present time are largely run by hand power and gasoline engines. Small motors belted or coupled to the usual power machines of a modern farm would no doubt have many advantages over the portable gasoline engine or the system of belting up several small machines to a stationary engine. In view of the increased prosperity of the agricultural community there seems no reason why large estates should not install their own electric power plant, although if we except the small lighting plant, it would appear to be out of the reach of the average farmer for the present.

In an article on this subject Farm Machinery says: With electricity the power plant,



The Season of Storms

is approaching. You can safeguard your customers' property and life, and reap a handsome profit by selling

Townsley's Copper Cable Lightning Arresters.

We have scores of testimonials from dealers who have found our line profitable.

Read this:

Deloraine, Man., Oct. 6, 1910

The Canadian Lightning Arrester Co.,
Winnipeg, Man.

Dear Sirs,

Replying to your favour of recent date "Re Lightning Arresters." We are pleased to say, after using the M. Townsley & Sons Lightning Arrester goods for two seasons, that it has given entire satisfaction to our customers and ourselves. We believe the Townsley system made by the Canadian Lightning Arrester Co. is the best on the market. We can honestly recommend it.

Yours truly,

THE A. J. FALCONER CO.

Don't Delay—Get the Agency

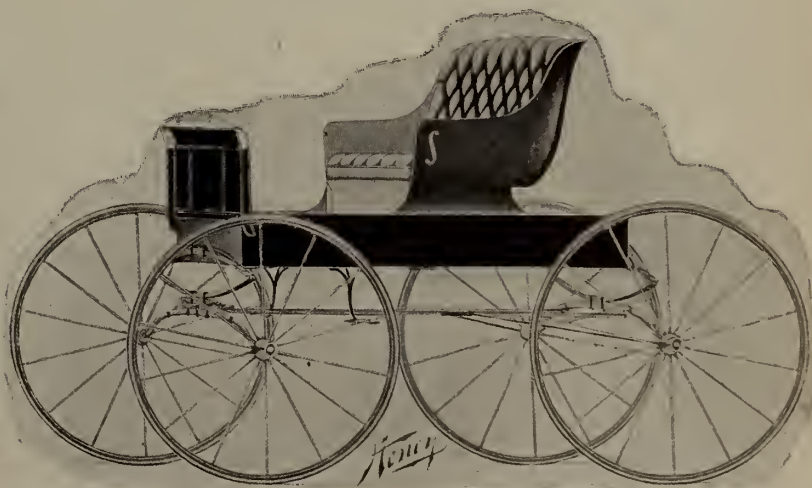
Write to

CANADIAN LIGHTNING ARRESTER & ELECTRIC CO.
Limited.

199 Main Street, Winnipeg.

Carriages and Harness

We are prepared to make you prompt shipment of both light and heavy Harness and Carriages from our Winnipeg Stock as well as from our factories at Montreal. Let us have your orders, and trust us to take care of them. Catalogues on application.



Heney Carriage & Harness Co., Ltd.

MONTREAL, P.Q.

WINNIPEG, CAN.

whether the energy is generated from water, steam or gasoline, is always located in one place and the current is transmitted over insulated wires to the milk room, the dairy, the hay loft or to any other part of the farm and farm buildings to do the work or to dispel the darkness.

Among the power machines which can be purchased for a nominal sum in these days of labor-saving devices are the following:

Feed grinders, root cutters, fodder cutters, fanning mills, grindstones, circular saws, drill presses, ensilage cutters and elevators, horse clippers, milking machines, cream separators, churns, vacuum cleaners, ice cream freezers, dough mixers, feed mixers, chicken hatchers and numerous other machines and implements.

All these machines can be readily operated by small motors.

The amount of power required to operate many of these is small. The presence of a plant of sufficient capacity to operate one or two, particular machines often makes it possible to use the power for many of the other purposes. The amount of work that a small amount of power will do may be judged from the following brief statements of what is actually being done with small existing power plants.

Six horse power will drive a grain separator and thresh 2,500 bushels of oats in ten hours.

Three horse power furnishes all power needed to make 6,000 pounds of milk into cheese in one day.

Six horse power will run a feed mill grinding twenty bushels of feed grain an hour.

Five horse power will drive a 30-inch circular saw, sawing from fifty to seventy-cords of stove wood in ten hours.

Six horse power saws all the wood four men can pile in cords.

Twelve horse power will drive a 50-inch circular saw, sawing 4,000 feet of oak or 5,000 feet of poplar in a day.

Ten horse power will run a 16-inch cutter and blower, and elevate the ensilage into a silo thirty feet high at the rate of seven tons per hour.

One horse power will pump water from a well of ordinary depth in sufficient quantity to supply an ordinary farmhouse and all the buildings with water for all the ordinary uses.

Father—"What did you learn to-day?"

Boy—"I learned sumthin' called guzzinto."

Father—"Guzzinto?"

Boy—"Yep."

Father—"Well, what is guzzinto?"

Boy—"Why, 2 guzzinto 4 twice, and 4 guzzinto 8 twice."

Canadian Industrial Exhibition.

U.S. Consul General J. E. Jones makes a strong plea for a fuller recognition of the importance of Winnipeg's great annual exhibition July 13 to 23. It is of the utmost importance, he says, that American manufacturers generally make a strong effort this year for their representation at this exhibition. While it has always been an important opportunity for American manufacturers, the exhibition this year holds out new advantages. The general advertisement which Western Canada is receiving because of the pending reciprocity agreement has awakened a lively interest in manufacturing lines generally and upon the possibilities of the Western Canadian market.

The exhibition attracts people from all parts of Western Canada, and is the best advertising medium for American-made goods. From time to time I have called attention to the importance of this exhibition to American manufacturers, but there has been scant response, and few manufacturers have taken advantage of the opportunity to extend their trade in this rapidly developing market; so it is to be hoped that this year a special effort will be made by manufacturers of the United States to look into the possibilities that this exhibition offers. I do not know of a single line that could not with profit be shown. Special interest attaches to labor-saving devices of all kinds, and ample space will be provided upon application to A. W. Bell, manager, Canadian Industrial Exhibition, Chambers of Commerce, Winnipeg, to whom all inquiries should be addressed.

This consulate general is willing to render all assistance necessary and correspond with manufacturers generally, explaining more in detail the situation.

Concrete Workers' Reference Books,

We have received for review four of the Norman W. Henley Publishing Company's Concrete Workers' Reference Books dealing with the following subjects: Concrete Silos, Moulding and Curing Ornamental Concrete, Concrete Monuments, etc, Moulding Concrete Chimneys, Slate and Roof Tiles.

These useful monographs are by A. A. Houghton and are neatly printed and bound in paper covers, averaging about 64 pages each, fully illustrated. They deal with the subjects mentioned exhaustively and in plain English so that all may easily understand the ideas presented. The great increase in the use of concrete for various purposes should make these books highly valuable and we can safely recommend them to those inter-



New Branch House of International Harvester Co., Regina, Sask.

ested. Copies may be obtained from the publishers mentioned above at 132 Nassau Street, New York, or through this office, price 50 cents.

Edmonton.

Though seeding time is rather late, the prospects are exceedingly favorable for the farmers. The winter wheat is in perfect condition and gives promise of a good heavy crop. The ground is in excellent shape for the spring crops, there being apparently ample moisture to start the grain. Quite a number of farmers have sown their wheat and oats, while others are busy making the ground ready to receive the seed.

There is an unprecedented rush of new settlers to the Edmonton district, it being reported that approximately 1000 people have arrived in Edmonton during a single week. These are almost without exception, people of a most desirable class. While there are many homesteaders, others are farmers of considerable means, who have come to buy land and are not interested in homesteads. The crowds that one may daily witness as they pass along on Jasper Avenue in front of the Dominion Lands Office waiting for admission makes one wonder how much longer this rate can continue, but we have a vast country, and we are glad to see them come and develop our fertile lands.

During the month twenty-four money by-laws were endorsed by the citizens, showing the faith the people have in their city and those who are managing its affairs. Amongst the by-laws passed was one granting certain concessions to the Grand Trunk Railway in consideration of their undertaking to commence immediate construction upon the great modern hotel which the Company will erect in Edmonton. This building

is to cost not less than \$500,000 exclusive of the land.

J. K. Cornwall, member of the Provincial Legislature for Peace River, always enthusiastic in regard to the resources of Edmonton's great hinterland, recently obtained the permission of the City Council to pave a portion of a city street with asphalt to be brought from some of the great deposits of the North country. The asphalt to be used will be brought from the neighborhood of Ft. Murray, 300 miles to the north of the Athabasca river, by water, pack train and wagon, at a cost for transport estimated at six cents a pound. Mr. Cornwall's idea is apparently to force attention to the great resources of the North country. Eventually it is expected the government will take steps to provide transportation facilities permitting these great resources to be developed.

The C.P.R. high level bridge, connecting the two cities of Strathcona and Edmonton, which is being built across the Saskatchewan River, is going ahead quite rapidly. The piers are well above the high water mark, and everything points to the rapid completion of the work.

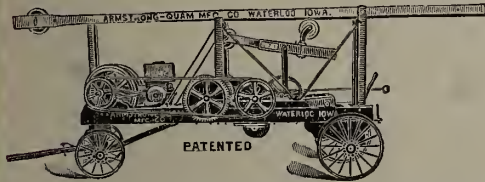
J. C. Murray, who has held the position of credit man with the I.H. Co., has been raised to the position of blockman on the G.T.P. East of Edmonton. We wish Mr. Murray every success in his new work. His position has been taken by L. A. Palmer, formerly of Boston.

W. J. McCallum manager of the Edmonton branch of the I.H. Co., accompanied by Harry Loddick, mechanical expert for the company, recently paid a visit to the town of Irma, where they started one of the I. H. Co.'s 45 horse power gasoline tractors. This tractor successfully pulled eight fourteen inch P & O gang plows. The plowing outfit has been purchased by C. W. Foreman.

Money-Making Lines For Live Agents.

You want to make more money. Don't you? Our Lines insure the most dependable and up-to-date Farm Machinery at Right Prices.

We give you full protection in your territory and our hearty co-operation. A post card will bring someone who can arrange the matter with you. Mail it to-day



Canadian
Airmotors

"Flour City"
Traction Gasoline
Engines

Stickney
Stationary and
Portable
Gasoline Engines

Well Drilling and Boring Machinery
Aylmer Standard and Farmers' Truck Scales
Aylmer and Toronto Pumps—Double and Single Acting
Wood or Iron

Village Fire Engines Eagle Steel Lawn Swings
Stock Watering Troughs, Basins and Tanks
Galvanized Steel Flag Staffs

GET OUR CATALOGUES

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

TORONTO

CALGARY



THE "FLOUR CITY" TRACTOR WILL DO YOUR PLOWING AND GENERAL FARM WORK CHEAPER THAN HORSES OR STEAM!



As an economical factor on the farm, the "Flour City" Gasoline Tractor has come to stay. It is always ready to put on any kind of work, and is cheaper than horses or steam. It will do more plowing in a day than thirty horses.

The "Flour City" is considered the best designed, best built, strongest and most economical tractor on the market today.

It is of the four cylinder type, which admits of a lighter construction. The "Flour City" gives the maximum power with the minimum weight. It does not pack the ground so hard, and will pass over soft places where others cannot

The "Flour City" twice won the Gold Medal at Winnipeg, and the following letter is more evidence of its superiority:—

KINNARD-HAINES CO., Minneapolis, Minn.
GENTLEMEN,—

I take great pleasure in recommending your 30 H.P. "FLOUR CITY" I bought this summer. Our land here is stony, sloughy and hilly, but your engine is equal to it all. I ploughed 320 acres in 18 working days, pulling 8 14-inch Cockshutt plows, in Summer-fallow; the land being very dry and unusually tough. The constant jar of stones hasn't hurt the gearing a bit, and she takes the inclines in great shape. Your engine being unusually light it will go through an ordinary slough with a grass bottom that you can pass through with horses. I use about one-and-a-quarter gallons per acre, which I think is very economical.

Will conclude by saying I am perfectly satisfied with the engine in every way and anyone in this kind of land wanting further particulars, I shall be most pleased to tender.

Yours truly, Frank E. Hopkins,
Maryfield, Sask. Sept. 1, 1909

KINNARD-HAINES CO.

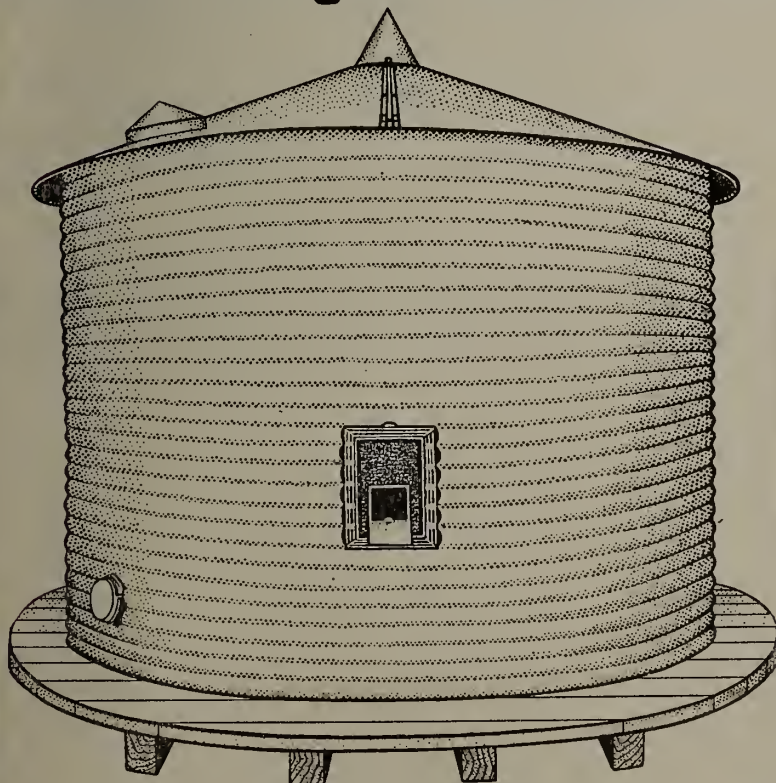
Minneapolis, Minn.

Dominion Agents:
WINNIPEG

ONTARIO WIND ENGINE & PUMP CO., LTD.
TORONTO

CALGARY

Portable Corrugated Iron Granaries



850 and 1050 bushels capacity

This is a profitable line for you to handle. Get our agents' prices and terms.

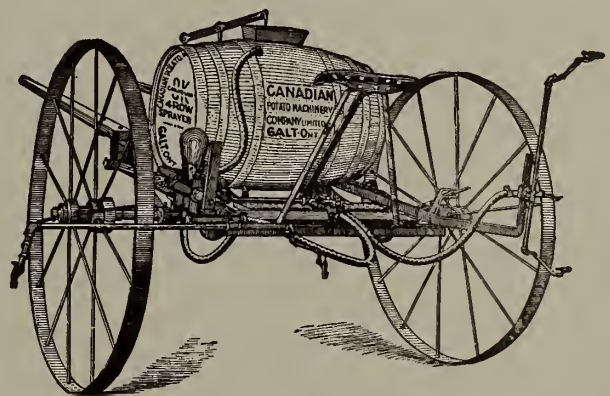
Winnipeg Ceiling and Roofing Co. Ltd.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.
WINNIPEG, MAN.

O.K. Canadian 4 Row Sprayer

RELIABILITY

DURABILITY



SIMPLICITY

Write for our 1911 catalogue describing our complete line of
**POTATO CUTTERS; PLANTERS;
SPRAYERS; HILLERS and 2 HORSE
DIGGERS**

CANADIAN POTATO MACHINERY CO.

LIMITED

GALT

ONTARIO

Transfer House in Winnipeg with complete stock
of Machines and Repairs on hand.

DOES THE RETAIL BUSINESS PAY?

The following paper by August Engdahl was read at the North-eastern Nebraska Implement Men's Club at Norfolk, Neb., April 11. It is very comprehensive and embraces in small compass a great deal of good advice.

With regard to the subject handed me, "Does the Retail Business Pay?" it seems to me those in the business should be able to answer that question for themselves: there are several ways to make it pay, and I will give you a few suggestions along the line. I think an implement business should be conducted.

Does the retail implement business pay? It does if we make up our minds to make it pay, and in order to make a success of any vocation in life we must try to study out the good and bad conditions connected with it, and you all know the retail implement business has a great deal of the latter connected with it. A large part of the bad conditions are brought on by ourselves, in the way of selfishness, trying to do all the business possible, at a small profit or no profit at all rather than to see our competitor get any

of our business — I say our business as I said before—we expect to do it all. I think this is one of the worst mistakes that an implement dealer or any other business can make. Don't try to do it all, do your share and do it at a profit or not at all. Did you ever stop to consider that we might do too large a business on our capital invested? I dare say a large per cent. of the failures in business may be traced to this cause alone. Don't expect to do a \$30,000 business annually on a capital invested of from one to two thousand dollars; if you do you will find interest paid on borrowed money and loss from discount not taken will eat up your profit.

To make the implement business pay there are several things we must be very careful about, and one of the most important I think is to guard against over-buying—buying more goods than can readily be sold during the season. Over-buying is very often done in order to make car-load weights; better pay local freight on a few pieces than to carry goods from one season to

another, especially on short season stuff—goods we only have calls for two or three weeks during the year.

Another thing we should do: take care of carried-over stock, so it don't become shop worn. If you don't the loss will be very great. When the season is over it should be stored away very carefully in as small space as possible on account of room, which is very limited with the average dealer, unless he uses a vacant lot for warehouse; and if he does he should hire an auctioneer to dispose of his goods before the sun and the rain make them unsaleable. After this is done I would advise him to try some other occupation which will make him a living, for an implement business run on the vacant lot idea doesn't pan out for dealer or jobber, not even for the farmer who buys the rusty and weather beaten stuff.

Don't buy goods from every salesman who calls because he's a good fellow; they are all good fellows, and may sell a very good line of goods — leave some for your competitor; he's a good fellow, too, if you only knew it. Try to get acquainted with him and see if I'm not right. Don't be selfish; meet him half-way.

Treat your travelling salesman with courtesy and respect whether you buy from him or not; give him the best you have, it will pay you every time. The same will apply to your jobber. When you remit do so by bank draft and not personal checks. Any small favor like this will help you to get a better deal at settlement time as to gratis repairs, extension of credit and discount dates. Live up to your part of the contract and you will have no trouble with your jobber living up to his.

If your customers are in need of repairs for some old machine, get them the parts wanted as cheerfully as you would a new machine; it's often the small favors which are most appreciated and make you permanent customers.

As to prices, I would recommend the one-price system. Make your prices reasonable and stick to them; don't make cut-prices to farmers in some other dealer's territory, if you do, you are not fair to your own trade nor your neighbor competitor. If you have been in the habit of doing business this way cut it out and do business on business principles. How long could a jobber do business if he had a different price to everyone he had done business with? Not very long, I'm sure. The same will hold good in a retail way. I find trouble enough in the game let alone the cut-price system.

Read a good trade paper; you will find lots of good advice which will be worth a great deal to you if you will put some of it into practice.

Handsome Prize Cup.

Below is an engraving of the prize cup donated to the American Land and Irrigation Exposition to be held at Madison Square Gardens, New York City by the International Harvester Co., and to be awarded to the farmer growing the best 30 ears of corn exhibited at the Exposition. The cup is 24 inches in height, of pure silver, and weighs 200 ounces. The corn harvesting scene is finely executed in relief, and the shock of corn around the base is most artistically executed. The design was chosen from numerous sketches sent in by a number of leading U. S. Silversmiths.



In its announcement relative to the exposition, the Canadian Pacific railway states that the finest wheat exhibit of the world will be seen here, and it is also believed that the finest potato and apple exhibits of the world will be shown at the exposition.

For the first time at any land show music will pay tribute to corn and to agriculture at this exposition. Two hundred voices will sing the praises of Indian maize and the expense of this feature alone will be \$40,000. Never before in the history of America has a great musical organization been transported across the continent to enoble and glorify agricultural pursuits. The railroads manufacturing interests and other industrial organizations are vying with each other to make the



CANADIAN INDUSTRIAL EXHIBITION

WINNIPEG

THE PRIZE LIST FOR 1911

just issued, and which will be sent to any address upon application, reflects in its revisions and extensions the growth of the new CANADIAN Industrial Exhibition out of the old WINNIPEG Industrial.

Over \$40,000.00 in Prizes

21 Departments

**AGRICULTURE, STOCKBREEDING,
HORSE SHOW, DOGS,
POULTRY, DAIRY PETS**

**THE EXHIBITION'S BLUE
RIBBON RACING MEET**

The Great Motor and Motor Plowing Contest

**Farm Science, Domestic
Science, Scholastic, Art**

GET THE PRIZE LIST—MAKE YOUR ENTRIES

The Parade of the West's Progress!
The Holiday of the West's People!

NIGHTLY REPRODUCTION IN FIRE OF THE
CORONATION NAVAL REVIEW AT SPITHEAD

By Royal Command **ENVILLE HALL PRIZE BAND**
Direct from England to the Exhibition

A Hundred Features—A Quarter Million People

JULY 12-22-1911

American Land and Irrigation Exposition a notable event in the development of the commercial supremacy of the United States.

The headquarters of the exposition are in the Singer building, New York, and any particulars relating to the exhibits to be shown and the prizes to be awarded can be secured by addressing Gilbert McClurg, general manager.

Holding the Trade.

One of the secrets of successful retailing lies in inducing people to come into the store. This they will do again and again if it is kept always clean and inviting, with a tastefully arranged stock, and unfailing courtesy on the part of salesmen.

A writer in Hardware News says: There is one merchant of my acquaintance who has a happy knack of keeping every competitor behind him. He seems to accomplish it with the greatest of ease. Whether it is in newspaper advertising, in window dressing, or in some social kind of publicity to bring a crowd to a sale, he always leads. They follow. To see him do it one would imagine it was as easy as falling off a log.

"How do you accomplish it?" I once asked him.

"Gray matter plus hard work," was the reply.

There is food for thought in

that answer. It is a motto for success in any business.

My friend is not exactly original in his methods. Originality is a difficult thing to accomplish. Perhaps I can best describe him by saying that he gives original twists to the things which other retailers are doing. He makes his bid for trade in a manner "slightly different." And the public likes it. For instance, he takes the public into his confidence now and then. Note the following which appeared in one of his advertisements:

"There is no humbug about this store. Everything is sold just as represented. We have no window goods—which attract behind glass and are superior to what the customer buys in the store. A square deal to every purchaser is our motto. That is why this is a 'come again' store."

By the way, this "come again" invitation figures conspicuously in the store's publicity. The sign stares at the customer from the inside of the door when he is leaving the establishment. It confronts him on a card when he examines the goods at home. It is indelibly stamped upon his memory by means of circular letters which he receives at intervals from the merchant. The "come again" idea takes hold of a great many people, and it seems natural for them to accept the invitation.

My friend believes in going without the four walls of his store to get business. When I saw him he had just returned from a twenty-mile trip in the country, where he had been calling on the farmers. He said a whole lot about this method that was full of good sense. After talking to him I came to the following conclusions:

So long as you do not improve your opportunity to do personal soliciting for trade, you are letting one of your best opportunities go unimproved.

As stores multiply and competition increases the successful merchant will more and more become one who works his field most extensively.

And in doing that the advantage of being personal in soliciting trade cannot be over-estimated.

Study how to impress yourself personally upon your community. Lose no chance to be prominent in all local affairs.

In the town and around it make everyone feel that you're not too old for the young folks nor too young for the old folks.

And keep on the lookout for things to do to cultivate a mutually friendly feeling between yourself and the farmers.

My friend believes in looking on the sunny side of life. One of his mottoes struck me as being a

little peculiar. I wrote about it for another publication, and now it is printed all over the country. You have read it before—"Smile, d—n you, smile." I asked him how he happened to adopt it, and he went on to tell how he lost trade by reason of his clerks looking as though they didn't have any life in them. "But," he said, "aside from this fact, I don't believe in crying hard times, cussing my competitor and telling hard luck stories."

Australian Implement Industry in Difficulties.

U. S. Consul J. F. Jewell reports from Melbourne that an industrial crisis has arisen in the manufacture of agricultural implements in this district. Owing to disputes between laborers and the manufacturers regarding the employment of non-union labor, the industry is seriously hampered. As a consequence one of the largest manufacturers in Victoria (Sunshine Harvester Works, Sunshine, Victoria), which has a large export trade of Argentina, South Africa, and other foreign markets, has decided to open works for the manufacture of agricultural implements in Great Britain to supply its export trade, but will continue to manufacture for Australian requirements, as far as possible in the local factory.



A TRACTOR FOR BIG FARMS

No doubt you sell to farmers who cultivate large tracts. There's good profit in handling a Hart-Parr Tractor. It makes friends for your business. It holds customers. Complaints are few and far between. No matter where we send them—to Argentina, to Dakota, to Canada, to the Philippines, they fight their own battles because so well constructed, so severely tested, so thoroughly examined before leaving our hands.

The 45 B. H. P. Tractor

equals pulling power of 22 to 25 horses; the 30 B. H. P. Tractor does the work of 15 to 18 horses.

The farmer can plow, harrow, drill, harvest, thresh, haul wagon trains; grade roads, run any kind of mill. He can earn good money working for neighbors.

Our Liberal Agents Proposition—Write for it. We will send catalog and complete details.

HART-PARR COMPANY

36 Main St, Portage La Prairie, Manitoba
or Saskatoon, Saskatchewan.



104



Aspinwall Potato Machinery

Always in the Lead

CUTTERS

It pays to handle a line of **POTATO MACHINERY** recognized the **WORLD OVER** as **STANDARD**.

PLANTERS

SPRAYERS

Write for copy of our catalog, also Sprayer Circular. Can furnish with our Double Cylinder Sprayer this season **ATTACHMENTS** for nearly every phase of Spraying, including Orchard, Vineyard and **Broadcast**.

SORTERS

Aspinwall Manufacturing Co.

Jackson, Michigan, U.S.A.

Canadian Factory - Guelph, Ontario.

World's Oldest and Largest Makers of Potato Machinery

FOR SALE BY

Cockshutt Plow Co.

Winnipeg, Manitoba.

THE CASE AGAINST PARCELS POST

This journal has always been strongly opposed to a Parcels Post, for a variety of reasons; and while the question at present is not agitating the people of Canada, implement dealers and other merchants in the U.S. are making a strong protest against the passing of such a measure.

S. R. Miles, speaking before the Spokane Convention, enumerated a number of comparisons showing the futility of advancing conditions in the older countries as evidence that Parcels Post would benefit America.

They tell us we should have a parcels post because England, Germany and other countries have it, but they do not tell us the average haul for all mail matter in these parcels post countries is about forty miles, against five hundred and forty miles in the United States.

They tell us we should have a parcels post because the express companies are opposing it, but they do not furnish a single line of evidence to prove this assertion.

They tell us mail order houses are opposed to a parcels post, as it would put them out of business, but they do not tell us that under a parcels post the big catalogues could be sent through the mails for about 7 cents, as against the present rate of 22 to 25 cents, and that one item alone would save thousands and thousands of dollars annually to the large mail order concerns. Does any sane man believe they are opposed to a parcels post?

Our newspaper friends who are so active in defending the parcels post do not tell us that the English rate on newspapers and periodicals is 5 cents per pound, or two pounds for 7 cents, as against our rate of 1 cent per pound. If we are going to adopt English postal methods, why not adopt them as a whole? Would our friends the publishers stand for the English rate? If not, why not?

They do not tell us that Germany owns her own railroads, and makes no charge to the post office department for carrying the mails.

They do not tell us that Germany, in estimating a profit of twenty millions of dollars from its post office department, does not make any charge for railway service, which, if it did, would show an enormous deficit.

They do not tell us that there is no such thing as rural free delivery in these foreign parcels post countries, but that farmers live in villages.

They do not tell us that the towns and villages in these countries under 4,000 population do not have any free delivery service at all, but pay about four millions of dollars to the post office department annually for the privilege of having a box at the post office, the only possible relief from a very poor service.

They do not tell us that the farmers' present rural free package delivery service would be cut off under any or all of the proposed rural parcels post measures, and carriers would be permitted to carry only packages to which postage was affixed. In other words, if this law should go into effect and prove to be as profitable as it is claimed, it would mean that the farmer would pay annually ten to twenty millions of dollars postal deficit.

They do not tell the farmer that, under any bill charging 5 cents for the first pound and 2 cents for each additional pound, with a weight limit of 11 pounds, it would cost 7 cents to market a dozen eggs, or 4 cents per pound to market a 5 pound jar of butter; or that 11 pounds of salt, costing 11 cents at the country store, would cost 25 cents postage; or that 10 pounds of nails, costing 40 cents to 50 cents, would cost 23 cents postage; or that 11 pounds of sugar, costing 55 cents to 60 cents, would cost 25 cents postage.

They do not tell us that, under a parcels post mail order houses would flood the country with glowing descriptions of all-wool suits of clothes that do not contain 50 per cent. of wool; and pure silk dress goods, the silk for which was grown in Texas or Mississippi and picked by colored men, and a thousand and one other items on which the consumer is easily deceived both as to quality and price, and on which the profits are enormous, and all of which could be delivered from Chicago or Boston to the end of any rural free delivery route in the United States for 25 cents or less.

They do not undertake to enumerate the tens of thousands of items that could be delivered direct to the consumer by a parcels post.

They do not tell us the day the parcels law goes into effect that all mail order concerns would eliminate staple and unprofitable goods and sell only the profitable lines on which they could well afford to pay the postage.

They do not tell us this would mean a centralization of manufacturing. What is the use of locating factories in the Middle West or West when the post office department brings the markets to the doors of the Eastern manufacturer and distributor?

They do not tell us that, notwithstanding a 12-cent per pound foreign rate, as against a local rate of 16 cents per pound, the home rate costs the average user less than the foreign. To illustrate—The foreign rate recognizes only even pounds; an 8-ounce package sent abroad would cost 12 cents, locally 8 cents; 17 ounces sent abroad would cost 24 cents, locally 17 cents.

They do not tell us that which is true, that England has two large concerns doing a mail order business to one in this country.

They do not tell us that in a parcels post country the small or inland retail merchant is just

a shopkeeper, who lives a mere hand-to-mouth existence.

They do not tell us that for a service which it is proposed to charge about 2 cents per pound the Government pays the railroads alone 5 cents per pound.

They do not tell us that Congress concedes that under a rural parcels post it will be necessary to increase the carriers' pay at least \$300 per year.

They do not tell us that with this increase in pay that each one of the 40,000 carriers have to carry five 10-pound packages daily to make up for this increase in pay before the post office department gets any returns.

They do not tell us about the active railroad lobby in Washington working for a parcels post.

They do not tell us that the railroad companies receive less than 1 cent per pound from the express companies for service rendered, while they receive from the Government for hauling the mails more than 5 cents per pound.

They do not tell us that if all packages weighing up to eleven pounds now going by express could be moved into the mail cars, it would add millions of dollars to the railroad companies' revenues.

They do not tell us the real power behind the throne, and the people that are without question paying for all of this newspaper and periodical publicity are the railroad companies.

They do not tell us that when the railway companies get busy on any proposition the people's interests are not apt to be considered. In other words, there is a colored gentleman in the wood pile some place.

They do not tell us that while England has a parcels post her greatest colony—Canada—has it only in a limited way, and that all of the mercantile interests of Canada are opposing any extension, and this with a full knowledge of what it has done for the Mother Country.

They do not tell us that none of the foreign parcels post countries have our splendid express service, and that if we can regulate railroad rates we can also regulate express rates without going into competition with them.

Finally, they do not tell us there is absolutely no demand for a parcels post in this country.

The seeming demand for a parcels post can be traced to three sources—the railroad companies, the mail order combine, newspapers, both city and farm, and magazines, whose existence depends on mail order advertising.

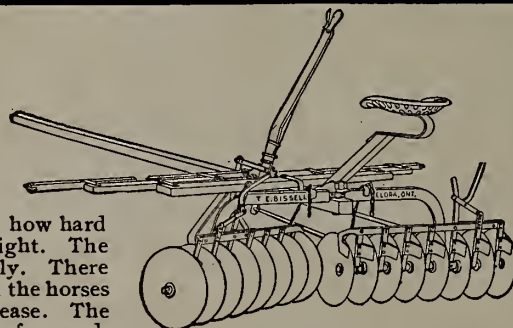
Is it not better to investigate first than to be sorry afterwards?

This is the Bissell

The Harrow that Wins in Competition

The wonderful capacity of the "Bissell" Disk Harrow is opening the eyes of up-to-date agents to the fact that here in Canada is made the best Disk Harrow in America. The "Bissell" is sweeping the field. It is winning field competition after field competition. It is designed by our Mr. T. E. Bissell, who has for years made a specialty of Disk Harrow construction. Try it yourself and see what a Disk

Harrow designed by a specialist will do. See how the "Bissell" stays right down to its work no matter how hard the land. The gangs stay tight. The plates stir the soil thoroughly. There is but little neck weight, and the horses do more work, with greater ease. The axles are square instead of round. The construction is simple, yet durable and trouble-proof. After you've seen the "Bissell" in action you'll want the "Bissell" agency. So write—



T. E. BISSELL CO. Ltd., Dept. E., Elora, Ont.

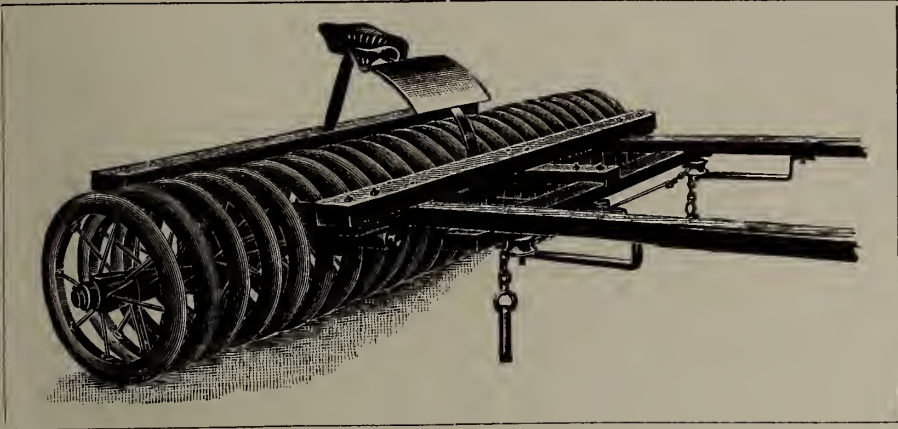
JOHN DEERE PLOW CO. Ltd. AGENTS—Winnipeg Regina Calgary Edmonton Lethbridge

Be Prepared for a Dry Season

THE

Brandon Sub-Surface Packer

makes a perfect seed bed which retains all the moisture



GOOD MATERIAL BEST FINISH
WELL BRACED BUILT FOR WORK
RIGHT DESIGN

SUB-SURFACE PACKING IS NECESSARY
TO ENSURE A GOOD CROP

The Brandon Sub-Surface Packer is the only perfect machine
for the purpose

Send for Catalogue

BRANDON IMPLEMENT & MFG. CO. LTD., BRANDON, MAN.

The Brandon Wagon

The Wagon for the West

The best material combined with skilled workmanship

STRONG AND DURABLE.

FULL CLIPPED GEAR. BENT FELLOES.

PROTECTED at joints with heavy plates.

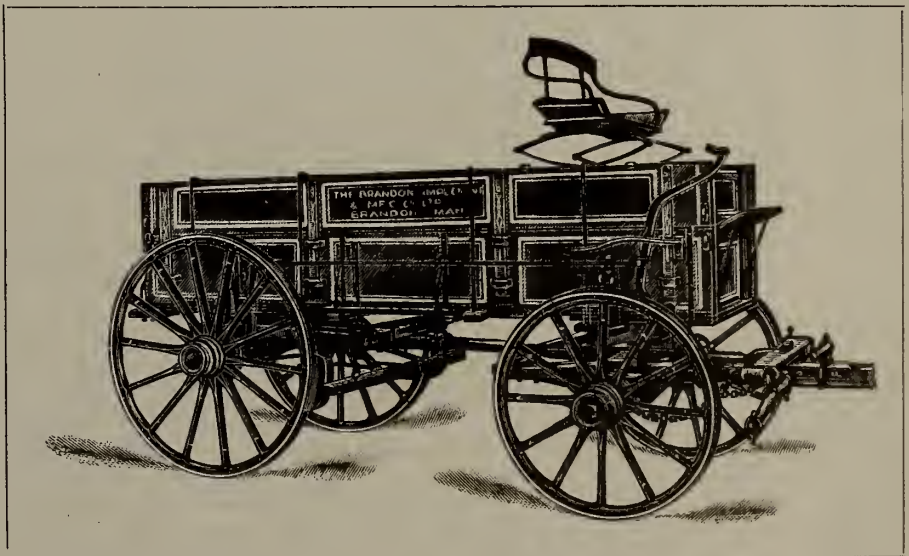
RIMS rivetted at each side of the spokes.

TIRES cut and welded to fit. Shrunk on
by hydraulic power.

CUPPED HUBS AND SKEINS. FLANGED
TO FORM SAND PROTECTOR.

BOX WELL BRACED AND HEAVILY
STRAPPED.

REACH STIFFENED AND BRACED TO
STAND ALL STRAINS.



Send to us to-day for illustrations

BRANDON IMPLEMENT & MFG. CO. Ltd.

BRANDON

MAN.

THE SPRING ROUND-UP

Felix J. Koch in American Thresherman.

Nowhere else in all the world, perhaps, does the spring-time come with greater beauty, nor is its approach more eagerly awaited by every inhabitant, than in the great lone land of old, north of Winnipeg and on to the west, in Canada.

Canada west is primarily a grain country, and in the early spring-time, when the snow lifts, vast miles of land are to be seen greened and yet mottled with the dark of a million wheat blades, or, perhaps, the wheat is "spring wheat," and there the fields turn to a livid emerald with the little, new-born shoots. And still again, there are the boundless meadows, where, even now, the herds of cattle graze, for all this Canada west was once a cattle country.

One who has never witnessed a round-up on these great Canadian plains has still to see one of the unique sights of the world. In

the winter, cattle often perish under the cold of the ranges, and even in the shelters which are sometimes erected, Boreas gets in and plays havoc. So, in the spring-time, there must be an accounting.

Not only that, but with spring, the calves have come, and it is necessary to brand these, while they still follow their respective mothers, in order, later on, to know to whom they belong. Range customs are much the same the world around. In sections of the great lone land, barbed-wire is stretched along the railway track to keep the cattle from being killed. Otherwise the prairies are almost unbounded and the cattle are free to wander as they will.

At round-up time, cattle men gather at the home of some self-appointed host. One misses the picturesque vaquero of our Southwest, with his broad rimmed hat, his stirrups of silver or often gold, his leggings of trappings, and his mantello or shawl. Instead, here in the north, the cow-boy is in the attire of the Scotch cotter, a simple brown trouser, a shirt needing washing, suspenders strong as old England can make them, and ten times to one, a little Scotch cap. His horse, too,

has not the spirit of the South-western cowboy's, it is a small beast, but used to the land.

Forming a great circle over the prairie, the men, little by little, drive the cattle toward one common centre. Usually the animals are quite peaceable at this driving, but now and then some fractious bull will cause trouble. At other times there may be a sudden stampede over the plains, and the work must be begun all over. Every few days a round-up is made when the calves of the bunch are branded, and it is cruel work, this, though necessary. In a trice the riders will have some calf at the end of the long lasso. One man holds one end of the rope that binds the animal, another the other. The two men then ride their horses ever farther apart, until the animal is held taut between the two.

Then the branding iron, kept hot the while in a fire nearby, is applied. One smells the odor of burning hair, one smells the curious odor of flesh being scorched—the calf bellows and squirms and tries its best to escape, the rope wriggles and coils as might some girl's skipping line, and then while a by-stander jots down the number and brand, the ropes are made free and the animal turned loose. Off and away, hind feet high in air, across the plains of Manitoba or Saskatchewan or Alberta it gallops, as only a calf can.

Those who, in their boyhood delighted in the tales of "Two Years Before the Mast," and the account of hide-gathering and shipping at Monterey, would find a certain charm and delight in the cow countries of the lone land. Get out some spring morning, on the vast prairies, say at McLeod and watch "sun-up."

Of a sudden the sky, of leaden hue, purples with the dawn, then reddens, then pinks, and then turns to yellow in the east. Then, like some gigantic orange, or like

a football, painted saffron, the sun pushes up over the edge of the world. Instantly, a million little white clouds flee across the sky line, and day has come!

Before the eye stretches the green carpet of prairie. Almost like a lawn, or like a Blue Grass meadow of Kentucky, this pasture stretches, the deep green softening into yellow green, the yellow green becoming blue and then turning off to a brown purplish haze where air and mesa meet. Nature's color, you know, is deep blue always—the sea is blue, the sky is blue, deserts are blue, if one sees them from afar. And so with this wide rolling cattle country.

Scattered over it are the cattle, black cattle, brown cattle, cattle black and white. There are steers, but one misses the long horns of the Texas cattle. Then there are dear old "sookeys," the kind of cow you used to lead home to the barn on the farm when you were a boy, and, again, there are impudent looking cows, who know they are free and who will take to their heels and gallop if you intrude on their domain.

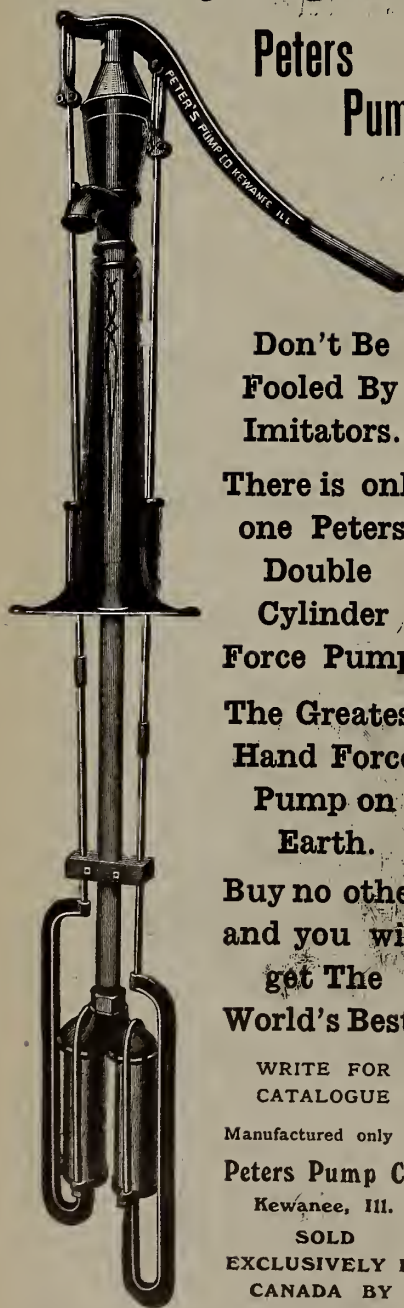
Good Prospects.

The Armstrong-Quam Manufacturing Co., Waterloo, Iowa, held their annual meeting recently, and the stockholders were gratified to find the company in a strong position, having very largely increased its business during the past two years and earned a substantial profit. It was decided to change the name of the company to the "Armstrong Manufacturing Company," Mr. Quam having disposed of his interest. The well-drilling machinery manufactured by this concern is handled in Canada by the Ontario Wind Engine and Pump Company.

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FARM IMPLEMENTS IN ARABIA

For many centuries the Yemen has been famed throughout Arabia for its products of the soil. Though agriculture is the chief industry of the country, it has never been improved, and the system of cultivation is the same to-day as it was one thousand years ago. Practically the tools of the Yemen farmer are but four in number—the plow, the threshing flail, a pick with a short handle but a long curved steel point, very strong and sharp, and the broad-bladed, powerful knife which every Arab carries in his belt, says Charles K. Moser, American consul at Aden, in his report.

The plow is drawn by one or two bullocks—sometimes by a bullock and a woman. It has a single handle of wood, and a wooden beam, but the share is of

iron, about a foot in length, and sharp. It does not turn the soil under, but cuts a very good furrow four or five inches deep, and no American plow boy can run a straighter furrow or break up the surface of the soil better than the Yemen farmer can with this simple implement. The flail is the usual long and short cudgel fastened together with leather thongs, but the Yemen farmer grasps the short cudgel in his hands and flays out his grain with the long one. Everything done on an American farm with hoes, rakes, harrows, etc., is done in the Yemen field with the long pronged pick and it is a most effective though simple farming tool. The knife is used to cut the standing grain; hands do the work of shovels, and baskets the work of barrows.

But though farming machinery is so crude and the system of cultivation so primitive, it would be hard to find in any country more perfect superficial cultivation of the fields than in the Yemen. In the Tehama every spot that can be watered is planted to dhurra (Indian millet the chief cereal of the Mediterranean region) or lentils, and there are no neglected corners in a field. In the mountains every nook and cranny where a bit of soil has been washed down between boulders has been converted into a tiny terrace by means of stone walls. Sometimes the slopes of whole mountains are covered with these terraced fields from top to bottom. Near Suk-el-Khamis is a fertile gorge, both of whose sides are terraced for a height of 6,000 feet without a break. The terraces represent the enormous and patient labor of generations. The walls, built up of stones without

mud, are usually eight to ten feet in height, but some of them are fifteen to twenty or even more feet in height, and the eye never meets with a break in one. The average width of a terrace is not more than twice the height of its retaining wall, and the length of such a terrace is anywhere from ten feet to 100 or 200 yards, rarely more. On them all the coffee and khat grown in the Yemen, and most of the dhurra, barley, maize and wheat are raised. One will look in vain to find a weed growing or a loose stone lying in these little fields so hard won from the rocks. Women and boys weed them by hand and they are kept in perfect condition. This is made possible by the smallness of the land holdings and the cheapness of labor.

In spite of this perfect care and the great natural fertility of the soil the average yield per acre is not large. Primarily this is due

Dull Plowshares

Your customers know it and so do their horses and engines, but the task of taking them off for the purpose of sharpening them and putting them on again is a tedious and time-wasting one if they do it the old way. If plowshares are equipped with

Parks-Coughlin Plowshare Fasteners

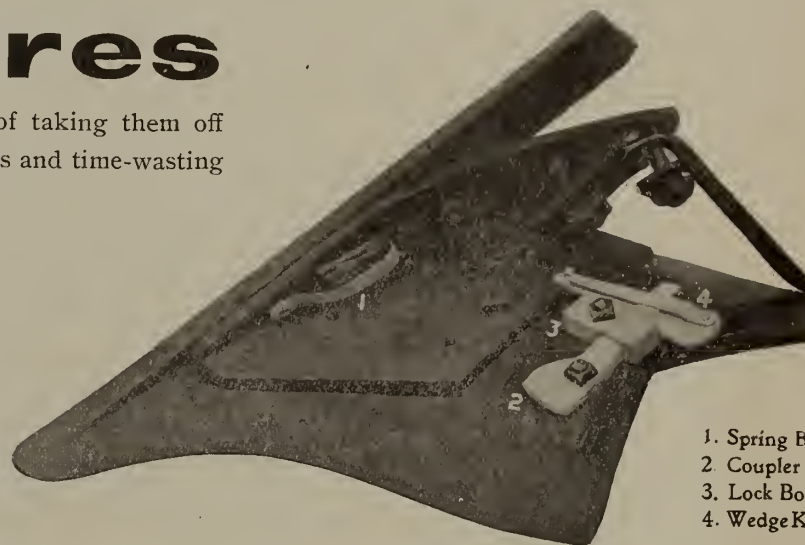
the job is an easy one and the time required to remove from five to ten or twelve shares so small as to be scarcely worth consideration. Every traction plowman knows that his success depends largely on his ability to keep going and anything that will save time must, therefore, be a money maker for him.

**FULLY
GUARANTEED
SAVES MONEY
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**The Most Talked of Agricultural Device in Western Canada
EVERY PLOWMAN NEEDS IT!**

Because

- It eliminates burr and bolt troubles.
- It eliminates sprung share troubles.
- It works satisfactorily on engine plows as well as others.
- It eliminates the need of night man to change shares on engine gangs.
- It eliminates the need of hammer and punch to force holes in share into line with those in the frog of the plow.



1. Spring Bolt
2. Coupler
3. Lock Box
4. Wedge Key

It has stood every test.

It holds the share on with an iron grip, in spite of gumbo, rocks or stumps, and yet permits it to be removed so easily that your boy can do it.

Change Shares in forty seconds.

Simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share into position, insert the wedge key, secure the spring bolt, and drive the wedge key in with your wrench.

It Fits the Plow.

The fastener is easily attached and need not be removed until the plow is worn out. The value of time and bolts saved, not to speak of shares and the better grade of work done by changing shares often, will more than pay for a set, in a year. One set lasts a lifetime.

Bright Dealers

Will make money selling this device.

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Implement Specialties Corporation, Ltd. 45 Merchants Bank Building, Winnipeg.

to exhaustion of the soil through planting the same crop upon it year after year for generations. Two contributing causes are: (1) the thin surface cultivation; and (2) the fact that nothing is ever returned to the land. Manure is only occasionally used; every weed and spontaneous growth is taken out by hand and fed to the stock, and the crops are cut off at the roots, so that no stubble is left to enrich the earth by its decay. Modern agricultural methods and machinery introduced into the Yemen would greatly enhance the productiveness of the land.

Bacteria in the Soil.

Pasteur discovered that bacteria were an important force fifty years ago, and his name has become familiar in connection with the treatment of hydrophobia, the sterilizing of food products, such as milk, etc., by the destruction of harmful bacteria.

Kitasata, a noted Japanese scientist, showed that tetanus, or lockjaw, was caused by bacteria residing in the soil, and French investigators in 1878 suggested that bacteria have an agricultural significance. It was established that the process known as nitrification was caused by bacteria in the soil, and later, that these microscopic organisms are

of great value to succeeding crops when left in the earth by clover and alfalfa.

A recent investigator, A. D. Hall, mentions an experiment that may be of considerable interest to those readers who are fond of gardening. He describes how a quantity of ordinary garden soil was put in pots and placed in a chamber in which steam was allowed to circulate for about three hours. After cooling, the pots were watered and planted with seeds, a like number of pots containing the same soil, but in its natural state, being similarly watered and sown. The two series of pots containing heated and unheated soil were then maintained under strictly parallel conditions. In the end it was found that the yield from the heated soil amounted to just about double that from the natural soil. The result was found to be a general one holding for all the various types of soil examined and for all the plants employed. And the scientific reason of this is that in the soil is an organism belonging to the great group of Protozoa. These feed upon the bacteria, but being more sensitive, are completely destroyed by partial sterilization processes like the above, that leave many of the bacteria unhurt and free to exercise their beneficial effects on plant life.

Facts About Lightning.

In the United States the annual average of lives lost by lightning is about 200. Such catastrophes always occur in the five months from April to September, while more than two-thirds of them take place during June and July. The annual average value of property destroyed by lightning is about \$1,500,000. In a single year 2,335 barns, 664 dwellings and 104 churches were struck by lightning. The destruction of barns is usually greatest in New York, Pennsylvania, Massachusetts, Indiana and New Jersey. In the destruction of dwellings Pennsylvania and New York head the list, with an equal number.

The Weather Bureau asks for twenty years in which to determine from statistics whether there exists a periodicity in the number of lightning strokes. The bureau has discovered, however, that lightning does sometimes strike twice in the same place.

The main object is to find out what construction of buildings is most liable to destruction by lightning, and to what extent the character of the land where buildings are located influences the frequency of lightning strokes. Some things have been proved already. The danger to a country building is five times as great as to one in the city, and a barn is four times as likely to be struck as a dwelling house. With regard to trees, the oak has been most frequently struck, the proportion being over fifty times as often as the beech, which suffers the least frequently.

Uses of the Sunflower.

In Western Canada sixty per cent. of the herbage in August is

that of the sunflower family. The common sunflower is a great grower upon the prairie, and can be raised to great advantage by the farmer. In Russia the plant is largely grown and is used for a variety of purposes. Great quantities of the seed are eaten by the peasantry and even by the higher classes, and are as much valued as peanuts are by us. In Russia and other Greek and Roman Catholic countries, where the use of meat is restricted at certain seasons, the use of sunflower seeds as food has become very common. Moreover, the oil from the sunflower can be obtained at the rate of a gallon from a bushel of seeds. As fifty bushels of seeds can be grown on one acre, and as the oil sells at one dollar a gallon, it is evident that for the prairie farmer the growth of the sunflower would be quite remunerative. The oil of the sunflower compares very favorably with olive oil, and has indeed been used in adulterating it. The crude sunflower oil has, to some extent, been used by painters, although it is inferior to linseed oil for paint. But besides yielding value for oil, the other portions of the sunflower can be made profitable. When its stalks are cut green it is said that they make an excellent fodder for cattle. The oil cake obtained from the sunflower seeds and stalks is also stated to be useful in feeding stock.

To the farmers who live on our high plains where fuel is scarce, there seems to be a most self-evident use of sunflower stalks and dried leaves. An acre of sunflowers, when matured, will yield a quantity of good fuel. Experiments should be made by a number of our best farmers with sunflowers, as they seem to be a crop splendidly adapted to the climate and soil of Western Canada.



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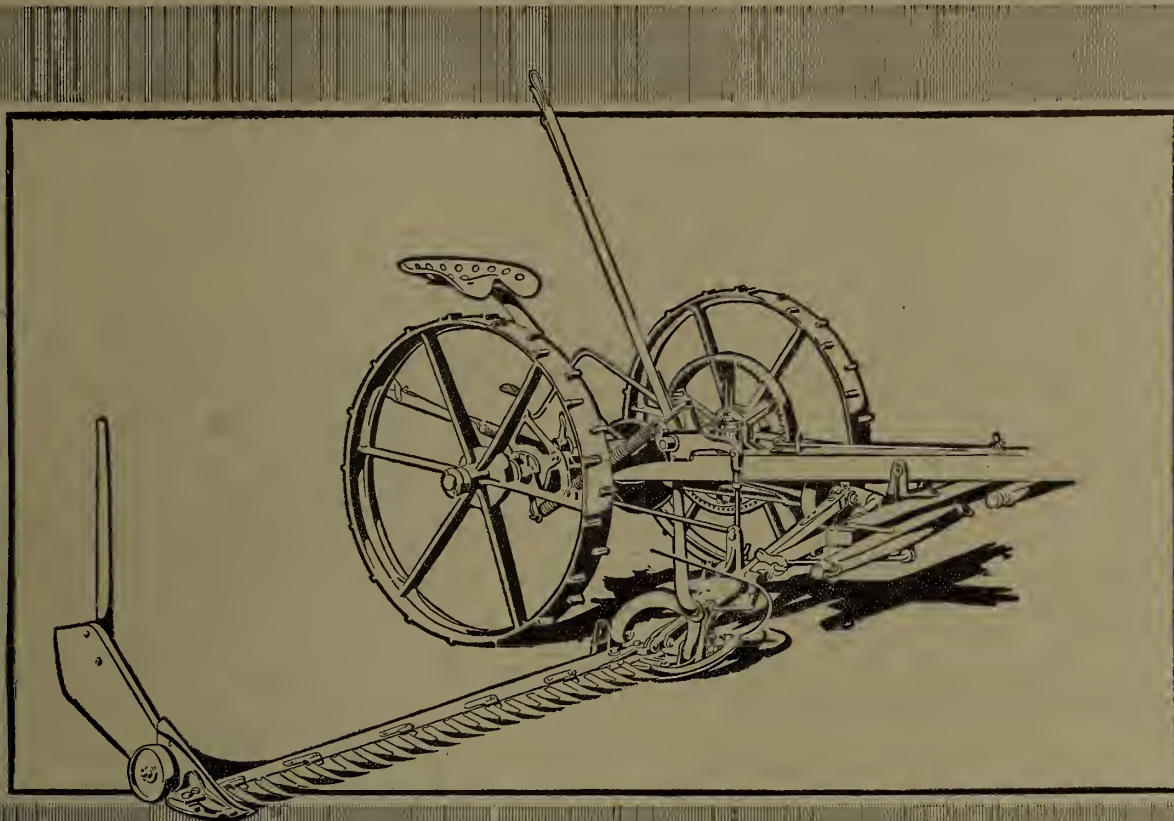
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Get His Prices Before You Order

Brandon Pump & Windmill Works

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THE MOWER

The fact that the reaper and the mower belong to the same family has often confused the two machines. At the beginning possibly each machine had more or less influence on the other, for both were invented at about the same time. But the mower of today is a direct outgrowth of the early reaper.

Thus once more, in following the history of farm machines, we arrive at the I H C line. The letters I H C have grown out of achievements that have helped to make agriculture what it is. That is why dealers find the line so profitable to handle—that, and the further fact that satisfied customers are permanent customers. Every man, be he farmer, fruit grower, or dairyman, likes to use the machines he knows the most about. From grandfather to grandson has passed the I H C line. And plenty of well distributed advertising keeps them posted on the latest improvements and additions.

Then the I H C line is complete. This is a great advantage to a dealer. From the same line he can supply harvesting, haying, and corn machines, binder twine, manure spreaders, hay presses, gasoline engines and tractors, cream separators, tillage implements, wagons, auto wagons, auto buggies, threshers, feed grinders, and any repair parts that may be needed.

There are other advantages of interest to dealers, all of which our blockmen, general agents, or the office at Chicago will take pleasure in explaining to those who write for information.

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

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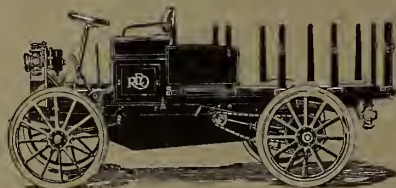
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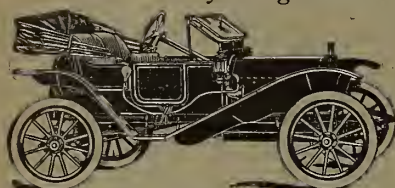
And a Good One

Simple Strong Reliable



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Will do the work of three horses and three men—equipped with the famous single cylinder Long Stroke Engine which has for years given such good service.



The New Fore Door Hupp

The Swellest Little Runabout on the Road. Made like a Watch.

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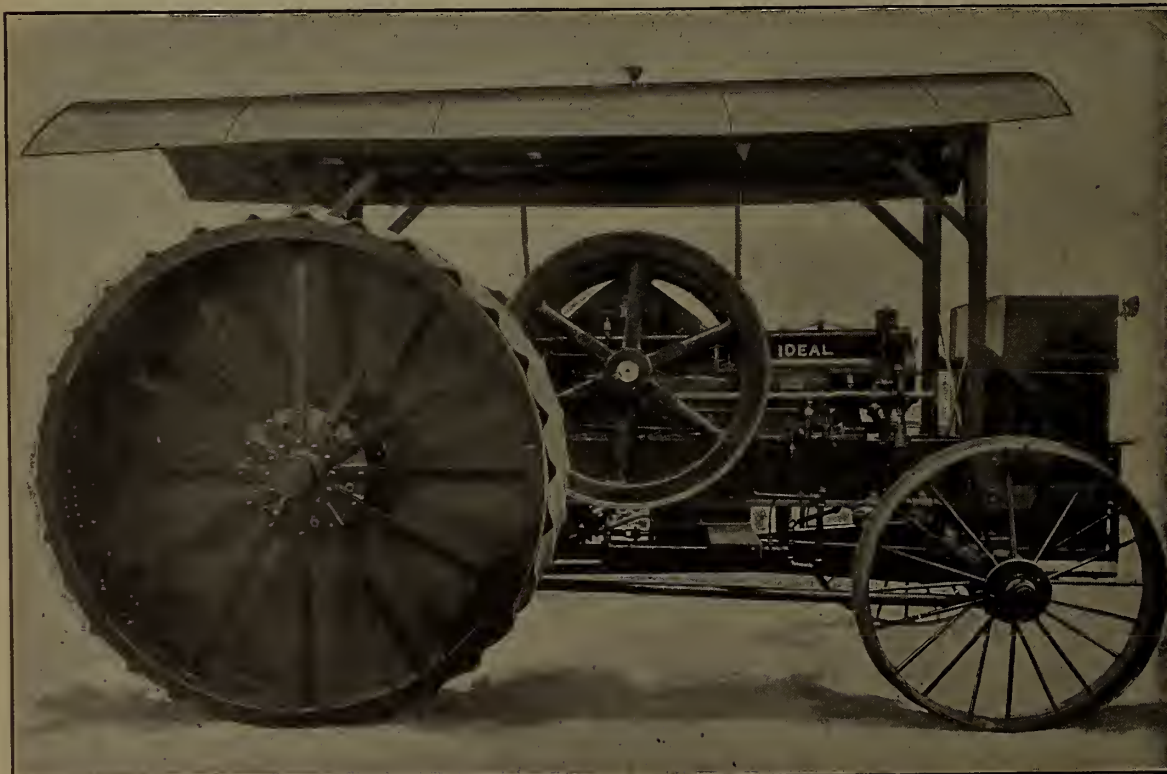
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VOL. VII., No. 6

WINNIPEG, CANADA, JUNE 1911.

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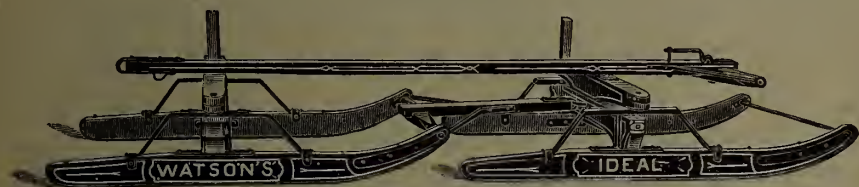
Made in all sizes, steel and cast shoeing. Note the trussed bench, an exclusive feature of the Watson Sleigh. They are made of first class material throughout and are heavily ironed.

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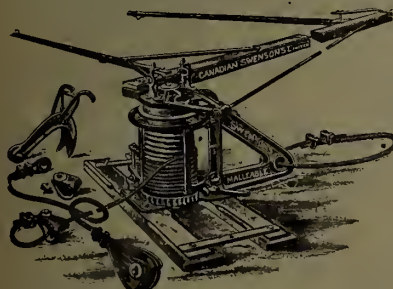
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DURABLE:—Only the best seasoned and straight-grained wood is used for runners, benches, poles, etc.

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LIGHT RUNNING:—Runners, are shaped so that the point of contact is directly under bench. They will ride on top of road. No skidding.



Equipped with patent trussed bench—will not sag or break.



This is the Celebrated Swensons' Malleable Stump, Tree and Bush Puller.

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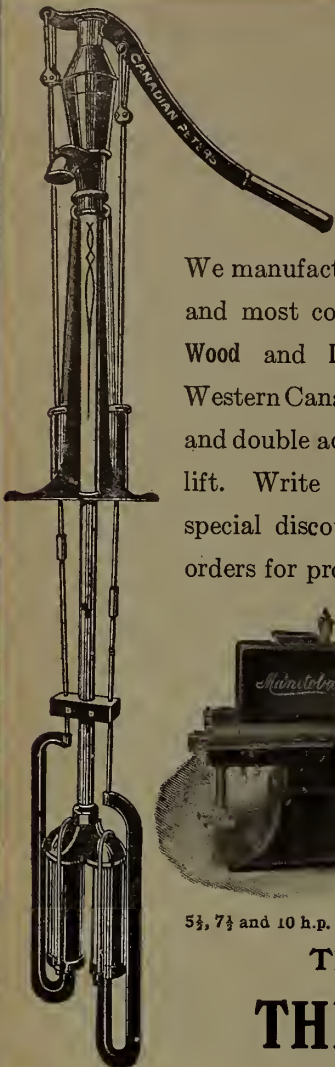
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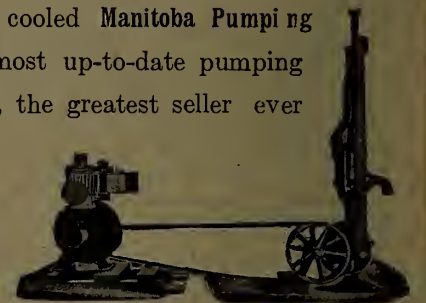
Made in the West for the West. All sizes
—Power and pumping



5½, 7½ and 10 h.p. Horizontal Hopper Cooled.

We manufacture a complete
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1½ to 25 h.p., both hori-
zontal and vertical, stationary and portable.
All engines hopper cooled and specially designed
for Western Canada.

The new 1½ h.p. air cooled Manitoba Pumping
Engine, the latest and most up-to-date pumping
engine on the market, the greatest seller ever
offered to the trade.



1½ h.p. Air Cooled Pumping Engine.

The Complete "Manitoba" Line is manufactured in our Factory in the West.

THE MANITOBA WINDMILL AND PUMP CO., LTD.

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True Story.

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The Name Tells a
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Disc Harrow and Cultivator on Wheels.

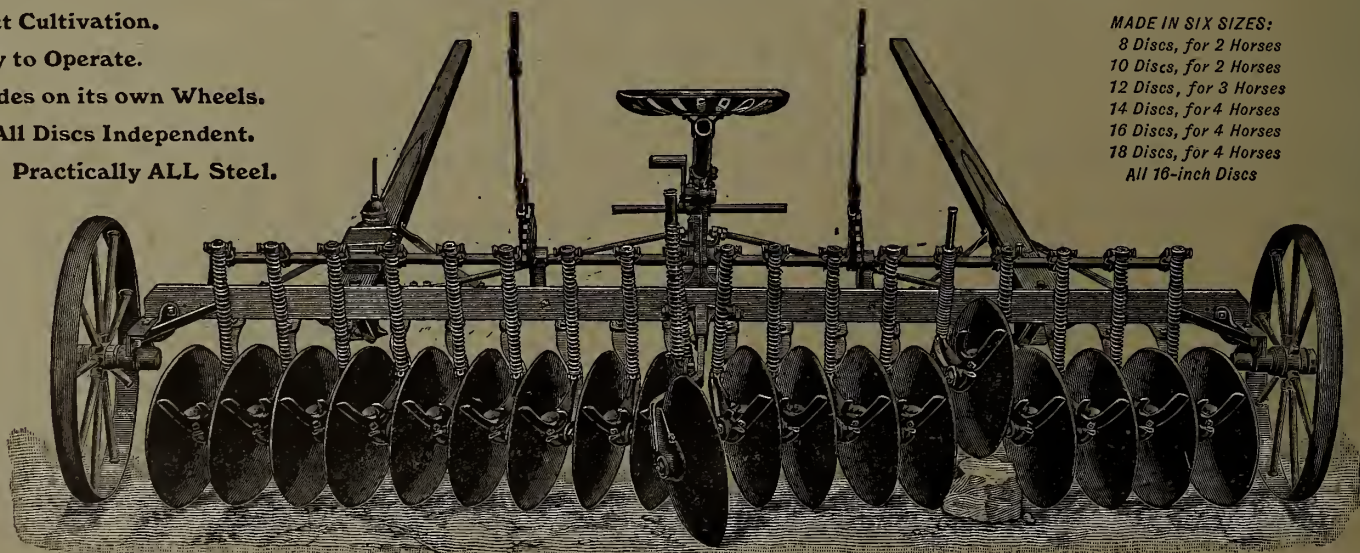
Perfect Cultivation.

Easy to Operate.

Rides on its own Wheels.

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MADE IN SIX SIZES:
8 Discs, for 2 Horses
10 Discs, for 2 Horses
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All 16-inch Discs

REAR VIEW 18-DISC SUPERIOR DISC HARROW ON WHEELS.

If you want the Agency for the Best Harrow in the World, write NOW for Catalogue and Prices.

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ARMSTRONG CARRIAGES.

Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.



J.B. ARMSTRONG MFG. CO. LTD.

The J. B. Armstrong Mfg. Co., Ltd., Guelph, Canada.

Western Office

Winnipeg, Man.

SAWYER-MASSEY MACHINERY IS FORGING AHEAD.

TO YOU Threshing Machine Dealers this should mean something.

FOR THE MANY REASONS that it is profitable for the farmer and thresherman to own Sawyer-Massey Machines
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Do you know the lines we Manufacture and Sell?

STEAM ENGINES: Simple Cylinders in 22 and 25 H.P., compound in 27, 30 and 32 H.P.

"OHIO" GAS TRACTORS: In 20-30-45 and 70 brake H.P.

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"GREAT WEST" SEPARATORS for Steam Power in seven sizes.

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Rooting and Grading Plows.

Complete Rock-Crushing Outfits.

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YOU CANNOT DO BETTER than handle the Sawyer-Massey Line. The line that is built on merit—the line that will sell on its merits—the line to win you success and profit.

Write for our Agency Terms—they will interest you.

SAWYER-MASSEY COMPANY, LTD.

WINNIPEG

The Largest Engine and Thresher Works in Canada.

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The Glengarry Buggy

PLEASES THE
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FOR

Style

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Our catalog No. 19
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different styles
of the latest
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AUTO SEAT

RUNABOUTS

DRIVING

WAGONS

AND

TOP BUGGIES

Mr. Dealer. Are you getting your share of vehicle business? If not, get acquainted with the Glengarry Line.
Others have found this a satisfactory solution. WHY NOT YOU?

CANADIAN MOLINE PLOW COMPANY, WINNIPEG.

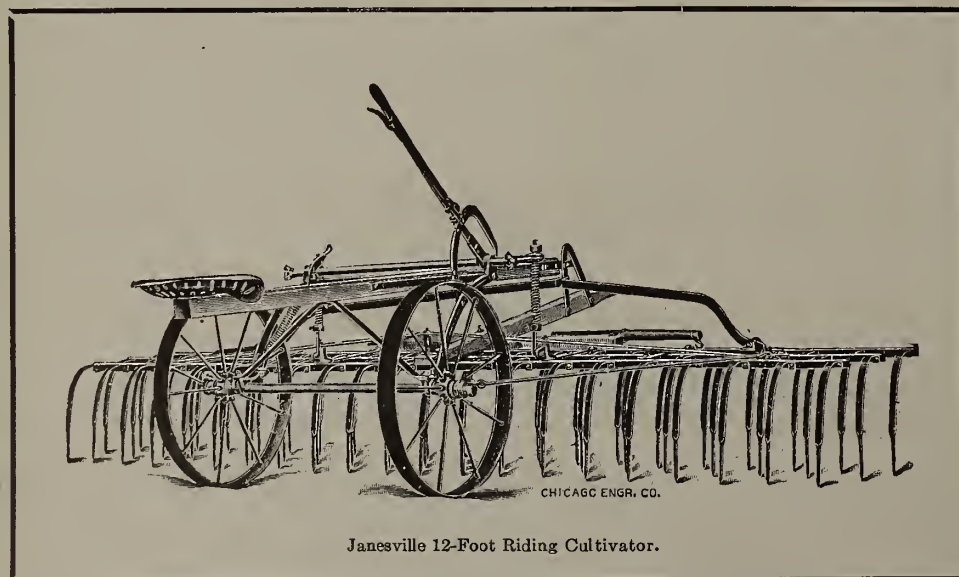
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Janesville Grain Cultivator

Janesville Hallock Cultivator is a
Surface Cultivator

For years agricultural writers have endorsed and advised surface cultivation for all kinds of crops—for all kinds of soils and for all seasons of the year, especially during a drouth.

All kinds of grain crops, such as Wheat, Rye, Oats, Barley and Flax, have practically no cultivation from the time they are sown until harvested. The soil becomes baked and hardened about the roots, and retards the growth and full development as much or more than it does Corn or any other like crops.



Janesville 12-Foot Riding Cultivator.

Break this crust and produce a fine dust mulch so as to preserve the moisture, and you increase the yield from 25 to 50 per cent. Send for our special booklet.

Made by THE JANESVILLE MACHINE CO., Janesville, Wis.

CANADIAN SALES AGENTS: AMERICAN SEEDING MACHINE CO.,
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Easy Sales mean Big Money. And Quality of Goods keeps the Sales Easy

FROST & WOOD BINDERS

Be a **COCKSHUTT** Dealer
Sell **COCKSHUTT** Implements
Sell **FROST & WOOD** Binders

Frost & Wood Binders are non-choking; light running, long wearing, sure tying, easy tilting and steady cutting.

They have great steadiness of power in covering large acreage, doing most satisfactory work of any binders sold. Hundreds of the best agents in Western Canada know this. They know the good points of the Frost & Wood Binders, and know how readily they sell, and how well pleased buyers are with them.

Examine into the construction of the Frost & Wood Binder. If you have not our latest catalogue let us know and we will send you one.

We know and we are sure you will agree with us when you thoroughly examine this Binder that everything in it contributes to efficiency and quality of work performed.

Write us to-day for agency—one of the easiest Binders to place and the kind of machine that sells others for you.

FROST & WOOD RAKES

Sell the "TIGER" Rake, and you will satisfy customers in quality of work, strength of parts, ease of operation and length of service.

Angle steel frame, very strongly braced and trussed. Solid steel axle runs whole length of frame. Axle is always turning. Impossible for either frame or axle to sag.

Wheels are high carbon steel with wide-staggered spokes with wide bearing—the strongest and most substantial wheels on the market.

This Rake is especially adapted for bunching, on account of its strength and high clearance under the axle.

Tiger Rakes have a special foot lock. Holds teeth up when on the road. Also specially good when bunching. A touch of the foot locks teeth up till clear of bunch. Another touch of the foot lets teeth drop. Practical men will appreciate what this means.

There are other features of construction about the Tiger Rake which makes it of unusual value to the User. It always gives satisfaction. It is the Rake agents find easiest to sell and it backs up everything an agent says about it.

Become a **COCKSHUTT** agent—Sales of each article help you with sales of all others.

BE A . . . **Cockshutt** DEALER

Apply today for Agency in
your Territory

Every Line a Seller!

FROST & WOOD MOWERS

Frost & Wood Mowers meet prairie conditions for mileage and perfect operation.

An inside pinion drives knife from a rack on left main wheel.

This pinion has two teeth in contact with three rack teeth, dividing the wear on teeth.

Outside pinions have only one tooth taking all the power from one tooth on the rack. This means doubled strain and friction. Makes outside-pinion mowers shorter lived and quicker wearing than Frost & Wood inside-pinion Mowers.

You can place Frost & Wood Mowers on their length of service.

Here is another point:

The drive from pinion is conveyed to a long pitman through roller bearing shafts and gears set in an aligned frame.

This runs light. Can never bind. Horses work faster—more ground is covered daily.

The long pitman saves wear of knife at cutter-bar head, and avoids broken knives from a big change in the angle of pull, a defect of the short pitman.

This is the kind of mower you ought to offer your customers—least possible breakdowns mean easiest growth of sales to neighbors of users.

And another point:

The Frost & Wood Mower has foot-lift for cutter bar.

Both hands drive and guide the team. The foot lifts entire cutter bar over stones. The mower is not stopped.

The Frost & Wood Mower does not clog. This is because the main wheel rack and inside-pinion gear are in perfect mesh. Wear does not affect them proportionately to other types of gear.

The moment the mower moves, the knife commences to cut. There is no chance of the cutter-bar combing and clogging knife.

This point makes sales.

More mileage is covered in a day by eliminating stops. This point makes sales.

Become the Cockshutt agent—write us to-day.

The Plow Book, the Horseless Plowing Book, the Frost and Wood Book—all Free on application.

COCKSHUTT

PLOWING
COMPANY
LIMITED

WINNIPEG

Brandon

Regina

Saskatoon

Calgary

Edmonton

Sell Good Vehicles It Means Goodwill For You

A Talk About the COCKSHUTT GOODS

It pays to be the Cockshutt Agent in any locality, because the agent's line is made an all-the-year line.

COCKSHUTT Plows for every condition of land and suitable for all purposes—"Riding," "Walking" or "Tractor"; COCKSHUTT Drills all sizes, "Shoe," "Single Disc" or "Double Disc"; COCKSHUTT Drag Harrows, "Diamond," "Clip," "Lever" or "Boss." Harrow Carts, "Scufflers," etc. COCKSHUTT "Rollers," "Pulverizers" and "SubSoil Packers." ASPINWALL Potato "Planters," "Sprayers," "Cutters" and "Sorters." HOOVER Potato "Diggers"; KEMP "Manure Spreaders," "Admiral Hay Presses," "Strawcutters," "Root Pulpers," "Grain Tanks," "Road Scrapers," "Fanning Mills." BRANTFORD High Class Carriages for Farm or City. ADAMS "Farm Waggon," "Logging Trucks," "Heavy Teaming Gears," "Lorries," "Dump Carts," "Low Wheel Trucks." FROST & WOOD "Mowers," "Rakes," "Binders" and "Climax Cultivators."

He **always** has a seasonable line, with full and varied choice for his customer at every period in the full year's round.

Behind every line is **HIGH** quality and extremely good range of prices.

The Agency for the Cockshutt and other lines is the best selling equipment for a local man. He can make fullest use of his local territory.

His business constantly grows because of good will—each individual article makes good—proves itself out.

His profits grow as his sales grow, and sales are easy because of quality and worth in all his line.

Write for the Agency To-day.



216—Auto Seat Bailey Loop

twice the standard strength. This is the strongest quality appeal a buggy can make, because it prevents accident from the most frequent cause, and strengthens the buggy where wear shows first or strain racks it first.

Besides these, the Cockshutt agent, who has a sale in prospect, can offer the customer dozens of variations in style and price to close a sale for a "Brantford."

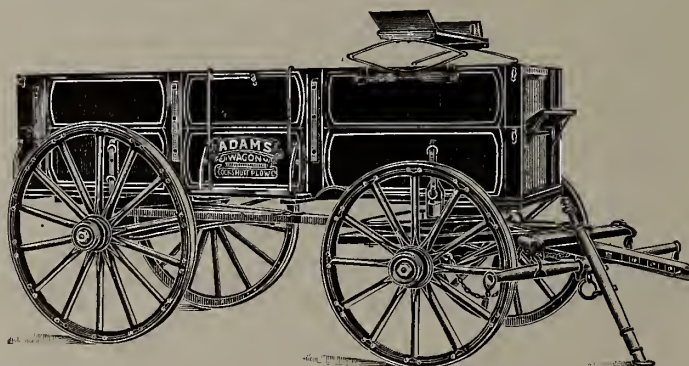
Not merely a good line, but a full line. No sales lost.



219—Auto Seat, Bailey Loop

"Cockshutt Agents" offer their customers the strong, time-proof Adams' Wagons.

This is a double-braced extra-well built line of farm wagons with full equipment of the most practical accessories that make a sale. Every 'iron' in Adams' Wagons is steel where necessary, very best linseed-

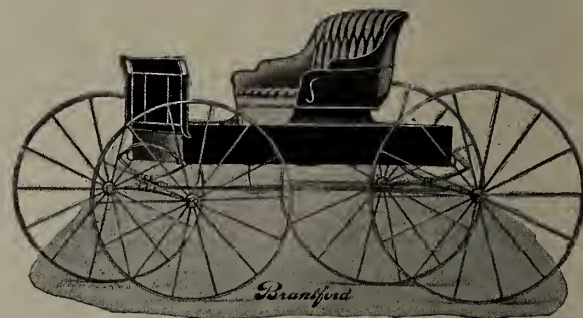


Adams Standard

The "Brantford" Buggy line, which Cockshutt Agents sell, is varied and complete in meeting Western requirements, both as to quality, strength, beauty and luxurious finish.

It is constantly modified with newest styles and models. Here are shown, for instance, three auto-seat bodies. The auto-seat rig is greatly in demand, and "Brantford" Buggies meet consumer's wishes. No line that falls short of the newest and best can present the profits that these "Brantford" Buggies offer the local dealer.

"Brantford" shaft construction is unique—no welds, no irons—everything in steel and



415—Auto Seat, Bailey Loop

BRANTFORD Buggies ADAMS Wagons



Adams Special

treated selected woods for hubs, spokes, felloes, axles, and auxiliary parts. Patented truss and other special improvements double the strength of the wagon without materially increasing weight.

Every part is made to standard and new parts in wood or metal replace old parts exactly and perfectly. The wood for parts is selected piece by piece to insure quality.

Quality means easy selling for Cockshutt dealers. Adams' Wagons bring them sure profits.

COCKSHUTT PLOW COMPANY LIMITED WINNIPEG

Brandon

Regina

Saskatoon

Calgary

Edmonton

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 6

WINNIPEG, CANADA, JUNE, 1911.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

How Plows are Made

Address by F. D. Blake before the American Society of Agricultural Engineers.

Tillage Implements is a title that sounds as though it might mean something easy. An able bodied man is likely to regard the subject as harmless, but a little reflection will show that it is quite as bewildering as a lecture on phrenology.

After digging down under the surface awhile you must admit that this assignment, Tillage Implements, was meant for some man who had nothing else to do but talk; some man with a wife at home to do the chores.

Tillage Implements is a game that cannot be played to a finish at one sitting. It is too much mental pabulum for one meal. You might as well try to bale out the sea with a tin dipper as to exhaust this subject in a single paper. Maybe I can scratch it deep enough to bleed before time to escape, but, before trying, I am going to prune the subject to one line of implements which shall be nominated on the bill of fare to-day as plows.

THE PLOW.

The plow is the most ancient of agricultural implements. Attention is called to this fact simply to show that whiskey is not the only thing that improves with age. Plows are better to-day than they used to be. Perhaps Pharaoh, centuries ago, had a perfectly good plow, but the pictures of it wouldn't make a hit with Iowa farmers now.

There is no more romance about a plow than there is about a hoe—and every man can recollect times in his boyhood days when he pleaded to go fishing; days in the springtime when the air was sweet with the perfume of flowers, and the song of birds seemed to call him to the cool shade where the waters ran still and deep. But the old man handed him the hoe and pointed to the potato patch. Was there any romance about that? Gentlemen, there is no use to disguise the truth—a plow suggests work. Work is not romance; it is a blessed privilege which we accord the other fellow. No one can thoroughly appreciate the luxury and dignity of work but the man who is able to hire everything done.

From the day Eden's gates were closed, the ground has refused to yield up sustenance for mankind without systematic and laborious tillage. From the earliest times of which we have authentic record, the ingenuity of man has been exercised in devising implements of husbandry by which the meager and unreliable fruits of the chase could be supplemented. The first implement made was a plow, and it is interesting to note that to-day the plow presents more difficulties of manufacture than any other implement in the agricultural line, selling price considered. Let us examine some of the difficulties attending the making of a modern plow.

Charity covers some sins but not so many as are covered by paint. Paint makes even a plow of questionable character look perfectly good. Plows for the great corn and wheat belt of the United States are made of steel. That fact is well known and the statement is not particularly significant, but just remember this one truth—not all steels are alike, either from the standpoint of larceny or metal, although whitewash and paint in both instances are great levellers, so far as general appearances go. Because paint does make all plows look much alike, it is necessary to diagram the plow situation in order to unearth the inside facts. In the old school days we used to diagram all the difficult sentences we were given to parse. This same method can be used with considerable advantage in simplifying the technicalities of plow construction. The backbone of a plow is

THE BEAM.

Plows, like politicians, don't always have a stiff enough backbone. Outward appearances do not suggest the possibility of much difference in plow beams. Some beams are a trifle longer than others and there is a variation in both the weight and the bend; but the vital difference, the quality that makes for strength and wear, is invisible, being the element of quality in the material out of which the beam is made.

The stiffness of beam stock

is determined by the points of carbon it contains, provided the right proportion of manganese is present for each point of carbon. For the purpose of illustration, we might call carbon the fertilizer of steel. It gives to the metal life, strength, elasticity and makes high temper a possibility. High carbon steel is more dense than soft stock, is closer and finer grained and weighs more per lineal foot.

Here is a good place to ring the alarm bell again. Don't judge the strength of a plow beam by its size. Beams of soft stock are sometimes made large in order to stiffen them. You are not to infer, however, that all large beams are soft. But large beams from high carbon steel are usually special and found on plows made for territories where soil conditions are extremely difficult, like the heavy gumbo soils of the northwest.

It may interest you to know that a large per cent. of the beams on the market do not contain above thirty to forty points carbon, while on plows of the highest quality the beam stock has from sixty to seventy points, occasionally testing as high as eighty. What is the answer?

A high carbon steel beam not only has great strength but elasticity as well. When the plow strikes an obstruction solid enough to spring the beam, high carbon steel will come back to place, while low carbon steel will "set." Suppose that a plow strikes a rock or stump which is so firmly embedded that it cannot readily be dislodged. Naturally the plow goes one way while the team is pulling the other, thus forcing the beam out of line of draft and placing a twisting strain on it. If the beam is made of high carbon stock, say sixty to seventy points, it will spring back to place and no damage result, but if made from thirty to forty point carbon stock, it will not spring back entirely to place. Very frequently the bend is quite imperceptible to the eye, but the proper landing of the beam is changed and the suck of the plow more or less destroyed. This condition may

not put the plow out of commission, but it does add to the draft and interferes with the general good working qualities.

Here is a point to which your attention is especially called. Any country blacksmith can heat and straighten a plow beam, but bear in mind that a beam so straightened will go wrong again exactly in the same place at the slightest provocation. A blacksmith can straighten such beams but they will not stay straight. Like the color of a man's hair, this statement is susceptible of proof.

Manufacturers using soft beams get hundreds of damaged plows returned for repair. Such manufacturers do not reheat sprung beams, but fit the plows with new beams, throwing the old ones in the scrap. Why? Certainly not because steel beams cannot be put in proper shape if once sprung. Every manufacturer of plows has facilities at hand for doing such work at trifling expense; but when a low carbon steel beam is bent the grain of the inside stock is fractured and the molecules separate. Reheating can never make such a beam as strong as it was before.

Right here is where you are likely to ask yourself a question, so I will beat you to it by asking the question myself. If high carbon steel beams are such an advantage, why are not all plows equipped with such beams? There are many reasons why. I can name a few and you can guess the rest.

In the first place, there is a difference in the price of the material itself, consequently high carbon beams add to the manufacturing cost of the finished plow. In these days when the price of an article is used as a selling argument, this one reason assumes importance. Second, the equipment for handling high carbon stock is much more expensive to install and maintain and the labor charge is greatly increased.

Here are a few examples as a starter:

High speed drills are necessary to make holes through sixty to

seventy point carbon beam stock. These high speed drills cost about \$1.25 a pound as against 15 cents a pound for drills to work in the ordinary beam steel, running thirty to forty points carbon, and all machinery used must be heavier. Again, one man can drill about 200 soft beams in a day, while seventy-five to eighty is a good day's work on beams running sixty to seventy points carbon, and frequently a man working on this high carbon stock will drop as low as twenty-five beams a day, because this high grade steel is sensitive to numerous outside influences which do not affect, in such a marked degree, the soft steel. For instance, after beams are heated and shaped, they are cooled gradually and while in the cooling room, high carbon stock is affected by three things.

First, the amount of moisture in the air.

Second, by the way air currents strike them.

Third, sudden or wide fluctuations of temperature.

If beams cool too rapidly, high carbon stock gets exceedingly hard, and frequently, under such conditions, one man cannot drill more than twenty-five in a day.

While the beam is the backbone of the plow, the heart, the most delicate and highly finished portion of the entire machine, is

THE BOTTOM.

High grade plow bottoms, for the central agricultural districts, are made of steel that can be divided and classified under two heads, namely, crucible and soft center. In general there are two distinct grades of crucible and two kinds of soft center steel. The highest grade soft center steel is made by taking a soft steel plate and fusing an equal thickness of crucible steel on each side of it—then this ingot, or block, is rolled out to proper thickness for moldboards and shares and the three layers are

practically the same thickness, the soft layer inside and the two layers of hard, crucible steel on the outside. This process gives a uniform thickness of hard wearing surface, which takes a high temper evenly and perfectly, and the soft center gives toughness and enough elasticity to prevent breaking like glass. It is well to note that the crucible steel used on the outside of this grade of soft center is a very refined product and differs materially in quality from the open hearth stock used to produce the other grade of soft center steel, as will be explained.

The other method is to take a plate of soft, open hearth steel and carbonize it on the outside. This process can be likened to dipping a piece of bread in molasses. The soft, open hearth plate is virtually soaked in carbon so the outside portions will take a high temper, leaving the inside portion soft, and very low in carbon. Two defects in this process will suggest themselves to you. First, the quality stock used as the foundation. Open hearth steel used in this process is not so refined as crucible, but contains many of the impurities of the ore from which it is made. The plate cannot always be carbonized to uniform depth, hence the hard, wearing surface is not even and reliable.

The highest grade plow bottoms are made from the soft center steel first described. The outside plates are uniform in thickness, fine in texture, and so hard they will take the highest polish, enabling the plow to scour in difficult soils and under varying conditions which are encountered during the season in the great corn and wheat belt. Briefly, this describes something of the form and make-up of the backbone and the heart of the plow.

THE SHARE.

Now, consider the share, with-

out which the best plow would be useless. They say a stream cannot rise higher than its source. It is hard to understand how a plow is really much better from a working standpoint, than the share.

The share is a vital part of the plow, although frequently very little attention is given this important member. The country is flooded with cheap, spurious shares. There are several institutions manufacturing shares and selling them for use on good plows of standard make. These spurious shares usually are branded or stenciled with the name of the plow on which they are to be used, or with the name of the manufacturer of the plow. The farmer buys such shares thinking they are genuine and made by the same manufacturer whose name is on his favorite plow.

It is not desirable to describe in detail how each manufacturer makes shares for his plows, but here are a few things you can take for granted. Spurious shares are made to sell for a less price than the genuine and are from light stock, inferior in quality, workmanship and finish. They are rarely upset and thickened at places of greatest wear and they do not have an extra layer of hardened steel at the point and shin. They are not of uniform temper or size and will not fit or wear well. Generally, the landside is made of iron in place of steel, and is not inseparably attached to the share. Actual tests have shown that frequently a blow of only 215 pounds would separate the landside from a bogus share, while it took repeated blows of 504 pounds to injure the lap weld on the highest grade shares.

THE FRAME.

We have had a glance at the backbone, the heart and the teeth of a plow. In very truth, "beauty is only skin deep." Let us raise the curtain on the next act,

noticing some of the corns, carbuncles and imperfections of the body or frame.

It would astonish you to know how many frames on sulky and gang plows are made from soft steel stock, running as low as ten to twelve points carbon. There is a better or medium grade of plows having frames made of thirty to forty point carbon stock, while the strictly high grade frames run from fifty to sixty points carbon.

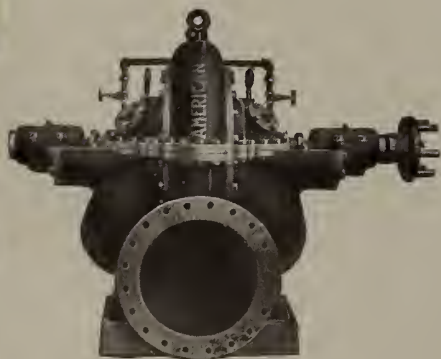
All that has been said about beam stock applies with almost equal force to frames. Soft frames, under hard usage, are likely to spring and "set." The defect may not be detected for some time, but the nice running qualities of the plow are much impaired. Frames of high carbon steel, like the best plow beams will spring back to shape when forced out of the line under heavy strain. They have the strength and elasticity, not only to give proper service in the matter of wear, but they are stiff enough to maintain all the adjustments of the plows themselves. The importance of a frame stiff enough to maintain all adjustments of the plow can be impressed on the mind. Just try to do a good job of whittling with a knife blade loose in the handle.

THE CASTINGS.

In the human body the parts most subject to rheumatism are the joints. On a plow, look well to the castings. When breakage occurs on a plow it is nearly always a casting and not a steel part. This is especially true where gray iron castings are used to any extent in plow construction. The best plows to-day are practically without gray iron in their make-up. They are all steel and malleable.

Even malleable iron — good and tough as it is—has many weaknesses not common to steel.

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

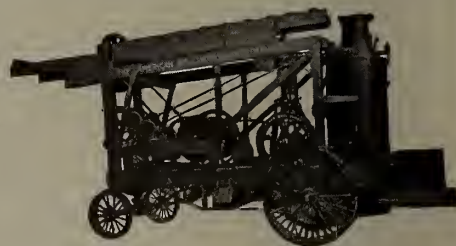
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



These weaknesses are due largely to lack of uniformity in quality and to the difficulties of manufacture. Malleable iron, to be of the best quality, must be designed so that all of its parts are of uniform thickness. If one part is materially heavier than the rest, there are likely to be cracks and holes on the inside of the thickened portions, and these defects are not always visible to the eye, as the outside of the casting will anneal and appear perfect. Owing to these invisible defects and the fact that even the best malleable is not so uniform in quality and strength as high grade steel, the tendency of manufacturers to-day is to build as near as possible an all steel plow. At first thought this proposition seems as simple as it is natural. The reverse, however, is true. Steel parts present manufacturing problems which the uninitiated never imagine.

Castings are a foundry proposition and when patterns are once made, they are a mere matter of tonnage, so much per pound; but every bend, twist turn or hole in a steel part means special machinery and men to operate the same. Castings require nothing but molds. Steel parts require drops, punches, drills, bulldozers, jigs, dies, templates, and special machinery. Every process must be superintended by an operative. All these things add materially to the expense of equipment and to overhead charges and explain why the process of eliminating malleable and castings in plow making is not more rapid.

Now we are rid of a big mess of dry fodder, let's do

A SPECTACULAR STUNT.

The modern frame, foot lift sulky plow with share is composed

of 525 pieces that require 2,800 separate and distinct operations in the making and assembling. These parts pass through the hands of 600 different men. How's that for a curtain raiser? All this handling by such an army of high priced labor, and the equipment necessary to produce the 2,800 operations to form these 525 parts, adds less than 2 cents a pound to the raw material. In other words, the retail price of the finished product only averages about 2 cents a pound more than the manufacturer pays for the raw material out of which the implement is made. And yet people want cheaper implements.

Listen to this: During the past five years the advance in price of raw material has been rapid and constant; still the selling price of implements has remained about the same. The increased cost of material and labor has been absorbed by the manufacturer. High speed, labor saving machines and improved methods of manufacture, increasing the output with the same overhead expense, have made this possible. But, in assuming these burdens, there is a line beyond which the manufacturer cannot go without cheapening the quality of his goods, and right here is

A PROBLEM FOR AGRICULTURAL ENGINEERS.

You gentlemen are also skilled in farm mechanics. You have opportunities for study, comparison and observation which are denied the farmer. You know that the skill of the workman can be judged quite accurately by the tools he uses, and that the profits in agriculture during all the history of the world, have borne a close relation to the improvement in tillage implements.

Your skill and co-operation count for much in advancing the material interests of farmers through the intelligent use of the best mechanical equipment the market affords.

Agricultural colleges, experiment stations and agricultural engineers are doing a great work. Their practical demonstrations have shown the commercial value of drainage, properly constructed buildings, rotation of crops, and scientific methods of conserving and even restoring the fertility of farm lands.

For this labor every intelligent man should be profoundly grateful, but we look to you for another service. Help us to teach the importance of still better tillage implements to the end that the fruits of every man's labor on an American farm may be doubled.

Standing in the greatest agricultural state on the continent, looking across the fertile fields to the hills that skirt the horizon, don't forget the plow, implement of beneficent conquest that in all times and in all ages has gone hand in hand with civilization, and remember that by its intelligent use we have brought peace and plenty to this land of ours.

The Man with the Harrow,

Rainfall has been sufficiently plentiful in the West to give crops a splendid start this spring. There are those optimistic enough to declare that sufficient moisture now underlies the surface of the prairies to last the crops till harvest. This may be true, but most of our farmer friends would gladly welcome further rains about the end of June. They would then feel quite sure of a bumper crop.

Scientific tillage has done much on this continent to increase the yield, more especially in sections where the rainfall is limited, but the future of farming in Canada probably depends much more on scientific methods than most of us realize, and there is no subject more worthy of study.

R. A. Haste, writing in Campbell's Scientific Farmer, says that about twenty-five years ago someone in the United States agricultural department named the 100th meridian as the western limit of reliable rainfall. As the department at that time had no means of obtaining information relative to the rainfall over the plains section, this was a mere guess but like many another dictum based on nothing

Metal Clapboard Siding or Corrugated Sheets

make perfectly satisfactory coverings for

Barns, Warehouses or Implement Buildings

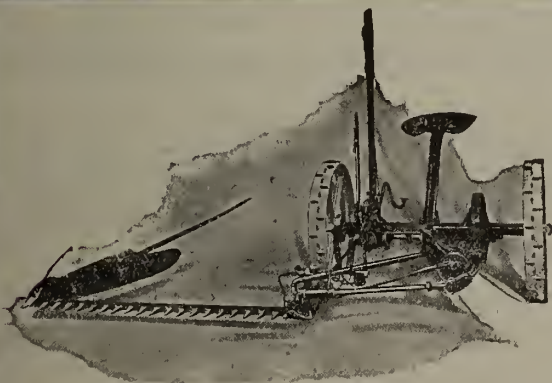
Manufactured by

THE GALT ART METAL CO. LTD.

GALT, ONT.

Western Distributors:

NOBBS & EASTMAN, 839 Henry Ave., Winnipeg



The Noxon No. 3 Mower

The Noxon Mower

Vertical Lift
Deflected Cut

Automatic Gear Shifter
Wood or Steel Pitman

Roller and Bronze Bearings

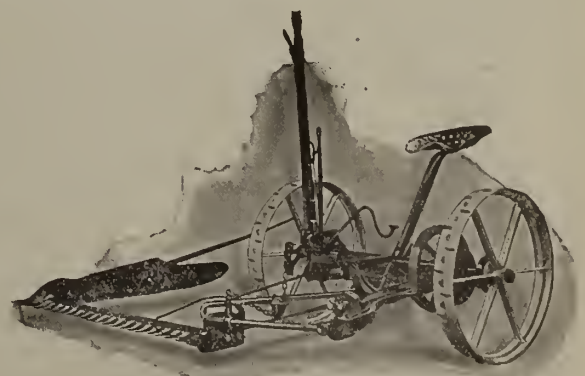
**The Most Compact,
Durable and Service-
able Machine Made**

WESTERN AGENTS

The Tudhope Anderson Co.

LIMITED

Winnipeg Regina Saskatoon Calgary



The Noxon No. 3 Mower

but imagination, coming from the lips of authority it was accepted by the public as final.

But the man with the harrow had arrived. He had no respect for authority. He passed the dead line and commenced to plow the plains. Then came the rush to the northwest. The hundreds of thousands who crowded into Western Canada during the first decade of this century calmly ignored this limitation and began to plow the plains of Saskatchewan and Alberta. They were warned by the calamitists that the average rainfall west of Moose Jaw was less than fourteen inches, and that at times, in fact very often, there was no rain at all for years, and it got so dry that gophers were compelled to leave the country—yet the grass looked good and the rancher's cattle came out fat in the spring, so they took the risk, and they have made good. To-day Saskatchewan and Alberta are leading the world in the production of wheat and oats. They are far west of the dead line, but the man with the harrow manages to produce forty bushels of wheat and one hundred bushels of oats per acre on fifteen inches of rainfall.

Here, as in Montana and North Dakota, nature has provided a reservoir for the storage of moisture against a time of need. Wherever the original sod is broken and the surface kept well tilled, the summer and fall rains seep into the ground which during the long winter freezes to a depth of six feet. In the spring, as soon as the frost is out of the ground to a depth of three inches, the grain is sown. From then on until harvest no rain is necessary—the slowly thawing earth gives up enough moisture to mature the crop. This is "dry farming" with Jack Frost in charge of the storage re-

servoir, and he seldom fails to deliver the goods.

The ultimate conquest of the plains to agricultural civilization will not be accomplished simply by a knowledge of how to conserve and hold the natural moisture that falls from the clouds. A knowledge of the scientific culture of the soil will also be essential. This we have learned to know as scientific tillage or intensive farming—the principles of which are applicable to all soils and all climates.

Farm Paper Advertising

There has been some discussion of late among dealers concerning advertisements of manufacturers which appear in farm papers by the side of the mail order direct-to-user advertisements but no decided stand has ever been taken so far as we know by any association of implement dealers in opposition to this custom. The question has been mentioned at the Federation meetings in connection with the manufacturers' complaint that dealers do not give proper attention to inquiries, the results of farm paper advertising that are referred to them, but it has not been a subject of general discussion.

There has been a pretty general feeling, however, that the advertisements were in very bad company. It is doubtless true that many manufacturers have profited largely by this source of advertising and feel thoroughly satisfied with it, but the one thing that has been hard for the dealer to understand is how the manufacturer can make up his mind to contribute to the support of the farm papers when the editors of same are continually sounding the praises of the mail order houses and instilling

into the minds of the users of farm implements the fact that they are being held up and robbed every time they buy an implement of a dealer. They are continuously preaching a doctrine that tends to create in the minds of the purchasers of farm machinery a feeling of distrust and a desire to pass up the dealer and seek to buy goods direct.

This seems to be the chief objection to this mode of advertising, for the editors of these papers are supposed to have influence with the readers and are moulding sentiment that is hard to overcome. A very large percentage of answers which manufacturers receive to their advertisements are from those who are seeking to save the dealer's profit and they fully expect to receive direct quotations at wholesale prices. Manufacturers use the farm journals because they believe them to be good advertising mediums for bringing their goods to the attention of farmers, and when they contract for space they think they are benefiting the dealers as well as themselves and there is not a dealer anywhere but has been able at times to trace sales directly to this advertising, hence has received some benefit; but the thing to determine is, are the drawbacks greater than the benefits.

Manufacturers are not likely to be insistent upon the policy of farm paper advertising if they find that it is really operating against their customers' interests and actually helping to create a craze for direct buying.

This is an important question. Let us have the views of our readers upon it.—Implement Dealers' Bulletin.

Make collections carry your business. Get the money in, you need it, and so does your supply house.

[John] Bull's Money

Great Britain has been termed the carrier and money lender of the world.

Evidence of her money lending powers and practices is found in a paper recently read before the Royal Statistical Society in London. The writer, Mr. George Paish, said that the total outside investments of the country amounted to no less than \$15,500,000,000, with an annual income of something like \$750,000,000. Of the total \$7,500,000,000 was invested in British possessions and \$8,000,000,000 in foreign countries.

The numbers and variety of her customers are as remarkable as the aggregate of their borrowings. In the order of their indebtedness the British possessions stand thus:—

Canada and Newfoundland	
land	\$1,850,000,000
South Africa	1,750,000,000
India and Ceylon ..	1,825,000,000
Australia	1,510,000,000
New Zealand,	390,000,000
West Africa	145,000,000
Straits Settlements ..	110,000,000
Miscellaneous	165,000,000

In addition to these sums twenty foreign countries have borrowed amounts ranging from three billion dollars in the case of the U.S. to thirty millions lent to Germany.

Kansas City First

No less an authority than the Minneapolis Journal places Kansas City first as an implement distributing centre and its own city second. This modest admission carries the more weight, coming as it does from a city which has long claimed the premier position in the wholesale implement trade, in common with Omaha, Dallas, Fargo, etc.

The Economy of Wind Power

cannot be disputed—costs less for operation than any other machine.

THE CANADIAN AIRMOTOR was designed with special reference to efficiency and long service. Built for Power or Pumping.

THE "FLOUR CITY" TRACTOR—Gasoline or Oil Pull—will do summer breaking, fall plowing and threshing, and haul grain to market at a cost of 50% less than horses can do it.

THE STICKNEY STATIONARY OR PORTABLE GAS ENGINE will pump water, crush grain, saw wood or any odd job on the farm, with less cost for fuel and repairs, and give less trouble or bother to the operator than any other engine. Thousands of satisfied owners are telling the above facts to their neighbors, hence the enormous demand for **THE STICKNEY**.

THE NEW CLIMAX ARMSTRONG WELL DRILL—either Rock or Hydraulic—stands in a class by itself. A great money maker for those who want pleasant and profitable employment, as drilled wells are wanted everywhere.

Our **DEMPSTER MOUNTED WELL AUGERS** make wells 18 to 36 inches in diameter and up to 150 feet deep.

Windmills Pumps Tanks Troughs Grinders Saws Swings
Aylmer Standard and Pitless Scales

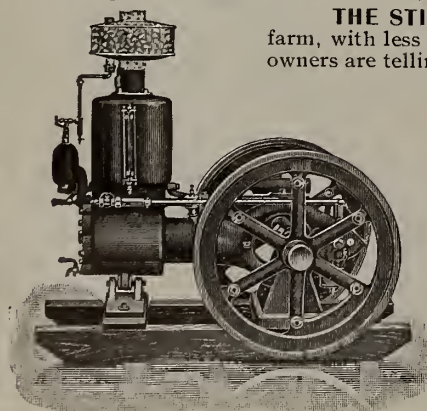
GET OUR CATALOGUES AND LISTS.

Ontario Wind Engine and Pump Company, Ltd.

Winnipeg

Toronto

Calgary



German Dairy Methods

U.S. Consul H. J. Dunlop, reports as follows from Cologne:

Cheese making is not a large industry in Germany, the supply coming mostly from Denmark, Holland and Switzerland. Nearly all the cheese factories in Germany are on the borders of Holland, Denmark, Russia and Switzerland. Soft cheese, however, is made everywhere in Germany—that is, the unpressed kinds, called cottage cheese, Limburg, Gervais, etc., in America—besides many other varieties not known in this country.

Butter is made in creameries the same as on this continent. The best quality of dairy butter costs at the factory near Cologne 32 cents per German pound (1.1 English pounds) the year round. Packages up to 10 German pounds may be sent by mail anywhere in Germany for 11 cents, with a delivery charge of 3 3-4 cents added. A visit to a dairy farm near Cologne gave the consul an opportunity to observe its operation and equipment.

The farm consists of 864 acres, all arable land. The dwelling house is of brick, two stories and a basement, rebuilt from an old castle, and is still surrounded by the original outer moat, filled with water. The inner moat has been filled up and is partly occupied by buildings. The stables are two-story, of brick, with cement floors and ceilings. Each stable, of which there are several, consists of one large room, in which the animals are fastened by chains. Cement troughs for feeding extend in front of each row of cows, which in most cases consist of 23 in a row.

The principal crops grown are sugar beets, wheat, oats and clover. The cultivation is of the most approved intensive type, and is most thorough. For feeding, the tops of the beets are preserved in pits, and the straw is stacked near by; only wheat and oat straw is fed for roughage, being supplemented by clover as required.

The farm tools are made on the place and of course repaired there. The farm is provided with a large engine driven by steam, which is generated from brown coal on the place. The engine is run during the day and generates electricity for driving the necessary machinery and for furnishing electric light. Accumulators supplied the light used at night.

The price of land varies according to its quality and the distance from a large city. The number and quality of buildings also enter in, as well as the size of the farm. In the vicinity where this farm lies, which has

an exceptionally good soil, a hectare (2.471 acres) is worth from \$1,042 to \$1,713, or about \$417 to \$684 per acre.

This price precludes pasturing, and all animals are kept confined the year round, except in places where the community owns the meadows, which, after the last cutting of hay in the fall, are sometimes rented for pasturing the village cows. One may travel all over Germany and not see a horse, colt, cow, calf, or hog in an open pasture. Once a cow enters the stables she does not go out until her value for milking purposes renders it necessary to dispose of her to the butcher.

The average value of cows may vary with the season and the supply; at present an average cow costs \$130. The breed most used here is the Holland or Friesian, generally black or spotted. They are good milk givers in quantity, but not especially rich in butter fat.

The length of time a cow is milked varies, from 10 to 12 months being usual. The average yield per cow per day in the dairy in question is from 14½ to 15½ liters (liter equals 1.0567 quarts.) The cows are milked three times per day, at 3 a.m.,

9.30 a.m., and 5 p.m. Each man is required to milk 23 cows, taking about two hours each time. The same men are required to feed and wash the cows and to clean the stables. A record is kept of the daily production of each cow.

A daily ration, which in summer has clover substituted for the sugar-beet tops used in winter to give a green food, is composed of, first, all the straw the animals will eat. This is fed to them in a natural state, but one might infer that if run through a feed cutter it might be more economically managed especially as the power for cutting would cost practically nothing. The present daily ration consists of beet tops for green food, linseed cake, palmseed cake, cocoanut cake, brewers' malt, sugar-beet refuse, rice meal, and the residue left from rye which has been distilled. All these articles are in a dry state. The sugar-beet refuse is the residue from the beet after the juice has been pressed for sugar making.

The cows are fed twice each day, at 7 to 8 a.m. and 3 to 4 p.m., and the total ration for 23 cows equals about 343 English pounds and \$2.51 per day, an average of about 11 cents per cow.

This feed is broken up and soaked in water several hours in cement tanks and each cow re-

ceives about 3 gallons at each meal. Wheat and oat chaff is mixed in to give it the proper consistency.

The above ration is fed the ordinary cow for the the milk sold as "whole" milk, which is equivalent to pure milk without any addition of water or preservative and not skimmed. Another ration is given the "dry-fed" cows, of which there are only about one-tenth of the whole number, which is normally 240 in all the stables. These cows are not given any linseed meal or any green feed. The milk is said to have more albumen and less butter fat than that from "full-fed" cows, and is sold for a higher price for the use of small children.

The following prices are charged the whole year, delivered to customers by wagon in Cologne: One-half liter bottle, 17 pfennigs (about 4.04 cents); 1 to 2 liter bottle, 30 pfennigs (7.14 cents); 3-liter bottle, 85 pfennigs (20.33 cents); 4-liter bottle, 110 pfennigs (24 cents); 5 to 10 liter in cans, per liter, 22 pfennigs (5.23 cents); 10 to 20 liter in cans, per liter, 18 pfennigs (4.18 cents); 20 or more liters, per liter, 17 pfennigs (4.04 cents).

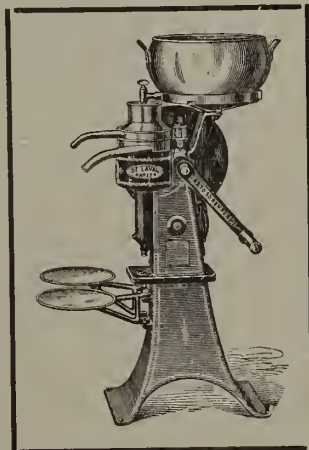
The milk from each cow is passed through a fine metal strainer into a tin pail, containing a moveable dasher on the

DE LAVAL

Most Widely Known

Cream Separators

DE LAVAL separators are the best and most favorably known in every section.



Three things have made them so:

First: The immensely superior merits of the machines.

Second: Many years of continuous, widespread advertising direct to cow-owners exceeding in volume the combined advertising of any three would-be competitors.

Third: The fact that the DE LAVAL was the original cream separator, that it has been over 30 years on the market and that over 1,250,000 are now in use.

AGENCY APPLICATIONS CORDIALLY INVITED.

The De Laval Separator Company

14-16 PRINCESS STREET, WINNIPEG.

handle of which is indicated the quantity in liters. It is then run through an air cooler, later through a thick cloth strainer, and lastly through a sheet of cellulose, then into an ammonia cooler and bottled. The night and morning milk is sold in the morning and the noon milk in the afternoon, there being two deliveries per day. All the operations of handling the milk are conducted in the most cleanly manner.

The utmost care is exercised to prevent purchase of cows afflicted with foot-and-mouth disease and tuberculosis. A 10 days' quarantine is undergone by all animals purchased, after first being examined by the State veterinarian.

Formerly each cow was subjected to the antituberculous serum test, but that has been abandoned. In many instances where there was reaction from the injection of the serum a strict inspection by the slaughterhouse veterinarians showed the animal to be healthy, and in other cases where there was no reaction the animals were found to be tuberculous, so the plan has been given up as useless. Furthermore, a careful examination of the milk from cows suffering from tuberculosis has been made so frequently and no bacilli

found, except in the last 10 days of the life of the animal, that it has been decided there was no danger of infection to human beings from using the milk, though as a precaution, no milk from a cow suffering from tuberculosis is sold. Inspection of the herd at stated times is made by an authorized veterinarian to insure freedom from all disease.

The average daily yield of the 240 cows now in the stables amounts to 3,500 liters.

The superintendent of each stable is paid 130 marks (\$30.94) per month and a room. Drivers of wagons, who make the daily deliveries, receive 100 marks (\$23.80) per month. Milkmen, who milk, feed and wash the cows, clean the stables, etc., receive 4 marks (95.2 cents) per day and board themselves.

Haying Time.

There will probably be the biggest hay crop this summer that the West has seen for many years, and farmers, bearing in mind the drouth and shortage of all fodder crops last season, will make every effort to put up as many tons as they possibly can. Implement dealers should remember that there is good money in handling hay tools if

the line is strenuously pushed at the right time. The demand for these tools is short lived, consequently if the sales are made at all the deals are usually done on short notice and at prices that make them profitable.

When a man makes up his mind to start putting up hay in our Western Country it often means that he will make a journey of ten or twenty miles to some good hay land, and in such cases he usually takes a camping outfit along and stays right on the spot for a couple of weeks; or until his work is finished. It will be seen, therefore, that the hay-maker cannot brook delays when he is ready to start, and he wants his machinery at once. The wide-awake dealer will be careful at this season to have his stock of hay tools set up, and displayed ready for instant action, and he will not overlook the fact that some of his customers last year needed a good many repairs for their mowers, rakes, etc. Just before the hay season starts is a good time to canvass the district and get an idea of what will be needed in this line. The use of modern hay tools means an enormous saving of time and labor over the ancient hand methods, and any intelligent dealer can prove this to his patrons. The season is short and time is valuable. Make the most of it and get your share of this business.

New Tilling Machine.

Farm Implement News describes a new type of tractor specially designed for seeding and cultivating.

This new machine is actuated by a 20 horse power gasoline engine, and covers a strip twelve feet wide. It will travel 2.5 miles per hour, and with a seeder of the same width attached to its draw bar, prepare an ideal seed bed and seed in a single operation, 35 to 40 acres per day, at a cost of about 25 cents per acre. The weight of the machine is uniformly distributed on three rollers—two rear drivers connected with differential gearing, and a front or steering roller which covers the ground included between the rear drive rollers. The weight per lineal foot is not such as to injuriously pack the ground, but serves to put

the furrow slices home, thereby establishing capillarity with moisture stored below, and effectually leveling and crushing lumps on the surface.

"The pulverizing device which follows consists of a U-shaped channel frame extending around both sides and rear of the machine, to which is attached a cutting spiral supported by self-aligning ball-and-socket bearings, which revolves at a rapid rate. This whole attachment is free to raise and lower when working, and may be used in transportation about the axis of its driving shaft, which is geared to the engine in front of the drive-rollers. It is supported on the ground when in operation by cast steel shoes or runners extending the entire length of the spiral. These shoes have flat curved bottoms and a cutting edge extending downward thereto. Their action is similar to that of the well-known planker, sometimes made and used on the farm, at the same time having an edge which cuts into the soil and neutralizes any side-draft produced by the action of the spiral.

"This machine is provided with a friction steering device. It is so constructed that it may be divested of its extraneous parts other than those of the tractor itself, and be used for any of the many purposes to which such a machine is adapted."

Breaking Records.

The fastest mile, the fastest two miles and the fastest kilometer that ever have been made by a man in a mechanically propelled vehicle were recently made by Bob Burman in the Blitzen Benz automobile, formerly owned by Barney Oldfield.

In fact, these records were made by Burman in an effort to beat Oldfield's best records, using the same machine that had established the latter's fame. The records were made on the beach track at Daytona, Fla.

Of the three records the mile was the fastest: 25.40, or at the rate of 141.73 miles per hour. The flying kilometer was made in 15.88, or 141.42 miles per hour, and the two miles in 51.08, or 140.41 miles per hour.

Such speed as this is almost inconceivable. To reach the speed

The

Inter-Provincial Fair

BRANDON - MAN.

July 24 to 29, 1911

THE BEST YET

THE ONE YOU LIKE

Live Stock Department

A Magnificent gathering of all the finest Breeds of Horses, Cattle, Sheep and Swine. Every stock-raiser can afford to come miles to see this exhibit and add to his store of useful knowledge. The high prices all classes of live stock command has created much interest in their breeding and they make this exhibition doubly attractive.

Machinery Department

This will be the most interesting exhibit of Farm Implements and Machinery ever made in Canada, teeming with the clang, clatter and buzz of inspiring noise. There is pleasure and instruction here for every visitor to our Big Fair.

Exciting Races and Special Attractions Daily
Excursions and Single Fares on all Railroads

For Prize Lists and all other information apply to

P. PAYNE,
President.

W. I. SMALE,
Secretary and Manager.



Mr. Dealer Cater Can Sell You

Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order
Brandon Pump & Windmill Works

Brandon Man.



attained in making the mile record Burman had to cover 207.8 feet in a second of time. His speed in the two mile test was at the rate of 205.9 feet per second, and in the kilometer it was 206.5 feet per second. The speed in the fastest mile was one-tenth that of a rifle bullet. It is not likely that these records will be lowered for a long time to come.

At Indianapolis, on May 30, a new record for 150 miles was established by Bruce Brown in the great 500 mile race. Brown drove his Fiat car 150 miles in 1h., 59m., 12s. Ray Harroun, the winner, driving a Marmon car, made an average speed of 73.95 miles per hour, completing the race in 6h., 41m., 8s. Forty cars were entered in the race, and \$25,100 was offered in prizes. One man was killed and five injured during the race.

The first ten men to finish the race with their winnings follow:

Name.	Car.	Prize.
Ray Harroun—Marmon		\$10,000
Ralph Mulford—Lozier		\$5,000
D. Bruce-Brown—Fiat		\$3,000
Spencer Wishart—Mercedes		\$2,000
Ralph De Palma—Simplex		\$1,500
Charles Merz—National		\$1,000
W. H. Turner—Amplex		\$800
Harry Cobe—Jackson		\$700
Fred Belcher—Knox		\$600
Hughie Hughes—Mercer		\$500

Total\$25,100

In addition to this sum in gold, the leading ten drivers shared in a distribution of side prizes given by accessory makers amounting

to nearly \$15,000. The entrants of the ten leading cars will be given bronze plaques by the Speedway management.

For Landseekers.

The question "What will it cost to start farming a quarter section" in Western Canada has often been asked and answered, and although the locality chosen will have some effect on the prices of machinery, live-stock, etc., the following figures are a fair average guide:

1 team of horses	\$400
1 set harness	32
1 wagon	82
1 sleigh	32
1 plow	28
1 set harrows	15
1 disc harrow	35
1 seeder	85
1 mower and rake	90
1 binder	150
Other implements and tools.	50

Total\$969

The embryo farmer should also have as much livestock as may be within his means to purchase and care for. He might start with

1 good cow	\$50
1 brood sow	25
Poultry	10

Total\$85

Totalling up machinery and livestock we get \$1054. Now it

is necessary for the homesteader to have some kind of a dwelling however rough, which must be warm, also stabling. These buildings will cost about \$250. Some plain furniture and household utensils will be needed and will probably cost another \$25. We now reach a grand total of \$1329 to be invested on a quarter section which sum will put the homesteader in a position to make a good start. He should, however, have enough provisions to keep him for a year and a half. We are, of course, assuming that he will live permanently on the land. Mere homestead duties can be performed at very much less expense, as they only entail a residence on the land of six months in the year for three years and the breaking and cultivation of a certain amount during that time.

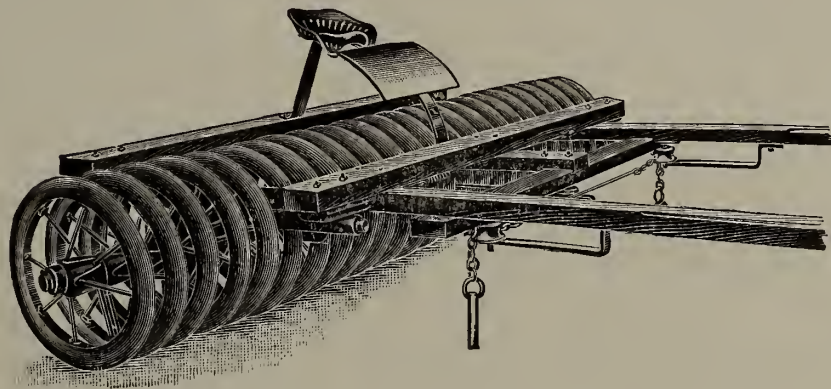
Agricultural Machinery in Brazil

A report of the Austrian Consul at Porto Alegre in Rio Grande do Sul, Brazil, states that the extension of rice cultivation has given a great impulse to the use of machinery in agriculture, so that a steady increase in the imports of these goods is expected. Should the efforts which are being made by the government to introduce wheat grow-

ing on a large scale meet with success, the demand for agricultural machinery and implements will be still greater. An increase in the imports of general machinery is also to be expected owing to the continued extension of the use of electric light and electric power. English, German and American manufacturers are the chief suppliers of these goods. German steam locomotives are used, especially for pumping, in the cultivation of rice. Ploughs, harrows, cultivators, hay-presses, mandioca-presses, rice-husking machinery, etc., are mostly of German and American origin, although various tools and machines for local use are made in small factories in the country. The need for ploughs and harvesters is not yet common, as more than half the cultivated land has still to be worked with mattock and spade, owing to the tree-stumps of the original forests, which still remain in the ground. With the removal of such hindrances to cultivation, the use of ploughs and other implements will become more and more extensive. — Chambers of Commerce Journal.

To remove old varnish, use a mixture of: 5 parts of 36 per cent. silicate of potash; 1 part of 40 per cent. soda lye; 1 part of sal ammoniac. Apply with a swab and then scrape off.

Sub=Surface Packers



The season for Packers is not over yet by a long way. They will be required for summer fallow work. Urge your customers to use this implement for their summer plowing. The results are bound to follow. The "Brandon" is the original and best packer made. Well finished—right weight—right price. Send for Catalogue.

Brandon Implement & Mfg. Co. Ltd.

BRANDON, MAN.

Reclaimed Farms in the U.S.A.

The U.S. government recognizes the fact that the exodus of so much of the agricultural population into the Canadian West, together with the increasing congestion of the cities, is a serious matter. Attention is being called at the present time to the work of the Reclamation Bureau, which has for its object the provision of additional opportunities for homeseekers. The federal government through its Reclamation Service at Washington, for several years has been expending millions of dollars in the construction of irrigation works to reclaim vast areas of the arid west, much of which is yet the public domain. On several of the large projects the water is now ready for the land, and settlers from all parts of the country are establishing their homes on the reclaimed farms. Under the provisions of the law the land itself costs the settler only a small filing fee. He is required, however, to reside upon his farm, and to repay to the government in ten years, without interest, the cost of reclamation. A small additional charge per acre is made for the annual maintenance and operation of the irrigation system.

As a result of the activities of the Reclamation Bureau, 14,000 farms are now being watered, and a million acres are being put in crops.

One of the most hopeful signs in connection with the desert's reclamation is the surprisingly large number of people who have left the cities and towns to take up these farms, and who have "made good." Notwithstanding a lack of knowledge of farming and a total unfamiliarity with conditions in an irrigated country, the percentage of failures is very small. The question, "Can a merchant, mechanic, lawyer, doctor, or men of other professions, succeed as farmers in the west?" has been answered.

Given good health, a small capital to make a start, and a willingness to work hard, and the answer in most cases is, "Yes."

The exodus to the west shows no diminution as the years go by. On the contrary the movement of settlers this spring promises to be the greatest within several years.

The Roosevelt Dam, which is the greatest project of the Reclamation service, is 75 miles from Phoenix, Arizona, at the entrance of a long, deep canyon of the Salt River. It is famous because of the man it is named for and the active interest he has taken in it; also because of its dimensions and cost and as a spectacular feat of engineering. It is intended to store the waters of the Salt river and its tributaries for the purpose of irrigating about 200,000 acres in a level and unbroken valley below, and at the same time to furnish 25,000 horse power of electricity for lighting the surrounding towns and for manufacturing industries. It is claimed to be the largest irrigation project ever constructed, either in ancient or modern times, although it is a question whether it surpasses the Assouan irrigation system in Egypt. It cost about as much as a battle ship, but battle ships become obsolete in twenty years or so of service, and this project will enable from 6,000 to 10,000 farmers to cultivate the soil and produce grain, fruit and vegetables annually of a greater value than the cost of the dam, for generation after generation as long as people need food. There is no more notable monument of philanthropy in existence; no government ever did a greater good for its citizens by a single act, and the benefits will be shared by the population of this valley as long as time shall last.

This valley is divided into small farms. Forty acres is considered enough for anybody. Most people are satisfied with twenty

acres, because every inch of that area is capable of cultivation. As fast as one crop is harvested they put in another, so that they raise three and sometimes four crops during the year. That is all any man ought to do; and, indeed, it is all he is capable of doing, because labor is very scarce. It is practically impossible to get farm hands even at \$35 and \$50 a month with board.

Few farmers live on their places. The cultivated fields, like those of Germany and France, are without buildings. The owners live in villages, as in Europe, and go and come morning and evening, leaving their tools in little sheds on the land.

Protecting Profits.

This journal has advocated organization for implement dealers to the best of its ability and will continue to do so, although it is sometimes a little difficult to present any fresh aspect of the benefits of co-operation. Occasionally, however, we hit upon a fresh idea or a new phase of the subject.

It occurs to us that if a group of dealers who find it hard to agree on all points would confine their purpose solely to making a reasonable profit on what they sell, they would have a good basis on which to work. We are referring now to a local club which is just starting, and the suggestion may be useful in such cases. At first sight it would seem rather a foolish resolution for a body of business men to make as they are obviously out to get a profit but if the truth were known we are convinced that many dealers do not make a reasonable profit on some of the things they sell. This condition is likely to obtain where competition has been of the cut throat variety, in which one dealer will sell at a loss rather than see another make a deal.

A cool, rational discussion of costs and selling price is the best

possible subject for the Local Club to take up, and while it is not to be expected that every member will agree to sell a plow, for instance, for the same price, still, all will be benefited by pledging themselves not to exact less than a certain net profit. As the cost of doing business varies considerably, all dealers will not figure their selling price on precisely the same basis, but all, however, will add a minimum profit as agreed on. A mutual understanding of this kind should pave the way to further co-operation, and, once the benefits of local organization are realized, dealers will never wish to withdraw their support. Get together and protect your profits.

Electric Light on the Farm.

If electric lighting outfits ever become popular on the farm it is reasonable to suppose that the implement dealer will sell them to the farmer. Electric light is bound to appeal to up-to-date people, its superiority over other systems having been fully demonstrated. It remains to be seen whether the cost of installing and maintaining electric lights is within the reach of the farmer. At the North Dakota Agricultural College some of the students have just made an investigation of the cost of such a system and published the results in their journal as follows:

Assuming that the average daily consumption of light on the average farm in the house, the barn, and other buildings would amount to twenty 16-candlepower hours, or 1.1 kilowatts, the daily cost of fuel in the shape of gasoline needed to generate the power would be only 7½ cents, or a yearly cost of \$27.39. Adding to this the interest on an investment of \$450.00, and which includes the cost of a gasoline engine, dynamo, storage batteries, wiring, lights, etc., and adding a liberal percentage for depreciation and

Hero Grain Separators



A Grain Separator without an Equal.

SOLD ONLY THROUGH THE TRADE

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

Send in your Order NOW, for PROMPT DELIVERY

HERO MANUFACTURING CO. LTD., Winnipeg

Hero White Cloud Washing Machines

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

repairs, which amounts to \$45, we have a total of \$72.38 as the annual cost of such lighting, not including the value of the operator's time, which is a negligible quantity in this case.

The city or town consumer, who pays an average of 15 cents per kilowatt in this state for his electricity, pays the sum of \$60.23 for the same amount of light, or \$12.15 less. It must be considered, however, that the cost of an engine is included in the total, and as the generating of the electricity and charging the storage battery takes but little time, the engine may be utilized for the pumping of water, or many other uses to which it is being daily put on the average up-to-date farm.

The above cost is somewhat high because of the fact that no storage battery was used, which in actual operation may be charged about once a week to its capacity, thus eliminating the many leaks of efficiency incidental to several different runs.

Turning to the use of electricity for general farm purposes, a Kansas agricultural paper describes a farm where the machinery is operated by electricity, cow barns are lighted by electric lights, motor power has succeeded the windmills in pumping water, and even the chickens are being hatched by electricity.

It is five miles from the electric light plant to the ranch, but in

order to get the current to the big farm it was necessary to construct only half a mile of additional line. The telephone line to the ranch is privately owned, and the electric wires were strung along this phone line. The residence, barns, carriage sheds and even the yards and feed lots are lighted by electricity. By a push of the button the entire farm is lighted, and if necessary farm work can be carried on after dark without the least difficulty. The windmills, which are sometimes damaged by high winds are superseded now by motors, which do the pumping of water more satisfactorily. Motors attached to feed grinders and other implements do work formerly done by horse power, while churns and other apparatus in connection with the dairy house and ranch kitchen are operated by electric power.

A New Malady

The malady of automobilousness is of comparatively recent origin, and so rapidly has the disease spread that it may almost be described as an epidemic. The symptoms are well marked and not easily to be mistaken for those of any other complaint. Dark rims surround the eyes, which assume a glazed appearance, while not merely the tongue, but the whole body becomes

furred and repulsive-looking, and the features fixed and staring. In extreme cases the hands become black and oily, and it is no uncommon sight to see a sufferer from the complaint wriggling on his back in the centre of the trail, deliriously waving a spanner. At this stage of the disease a strait jacket is probably the only satisfactory remedy, a peculiarity of the complaint being that at all stages the patient never desires a cure, but rather prides himself on its acquisition. Fatal cases are by no means rare, and the accident wards of the hospitals are very frequently filled with victims. It is very contagious, and when fully developed almost incapable of cure, as it quickly becomes chronic. An anomaly exists in the fact that although it is impossible for horses to contract the complaint, the presence of the disease may have the effect of exterminating the breed entirely.

Agricultural Motor Contest.

Entries for the great Agricultural Motor Contest at the forthcoming Canadian Industrial Exhibition are at the time of writing slightly in excess of any previous year. There is every probability, however, that several additional entries will be received before closing date. We understand

that all of last year's contestants will be again in the field striving for honors, and in one or two cases manufacturers have entered more engines of different rating than they did in previous years.

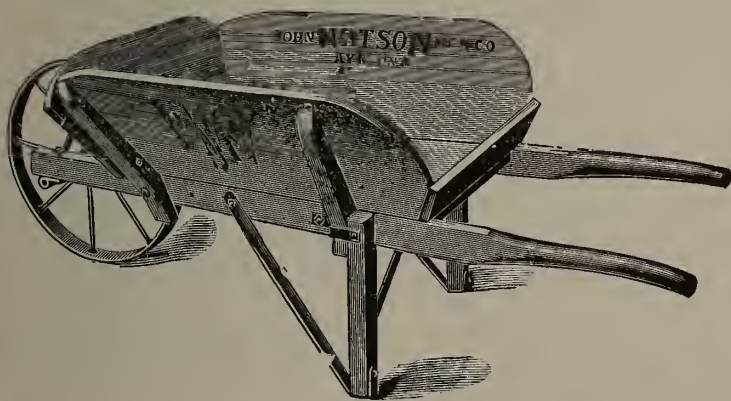
There is little doubt that this contest is the most important of its kind on the continent, and forms an attraction both to the manufacturer and the general public which is unique.

The advertising manager of one large tractor concern said recently that the expense of entering the contest was insignificant compared to the benefits received by prize winners. This firm took a high place in last year's contest, which fact they featured strongly in their subsequent advertising, with results that proved conclusively the remarkable faith which the agricultural classes have in Winnipeg's Agricultural Motor Contest as an absolutely reliable test of efficiency.

Cockshutt Plow Co. Increase Capital

The Cockshutt Plow Co. have obtained a new charter increasing their capital stock from three million dollars to fifteen million dollars. This increase was, we understand, found necessary in order to keep pace with their rapidly increasing business throughout the West.

WHEELBARROWS



No. 2 Wheelbarrow. Most Popular Barrow in Canada

We sell Wheelbarrows in all sizes, including No. 1, with 9-inch removable sides, for gardening; No. 2, with 12-inch removable sides for general purposes; No. 3, with 15-inch removable sides for the stable. These barrows have 20-inch iron wheel, with solid hub and rivetted spokes. Frames are well braced with rods, making them firm and rigid. Good, sound lumber is used throughout. Knocked down flat they ship 3rd class.

Ask for Prices.

Whiffletrees, Doubletrees, Etc.

We also have a splendid line of strong, reliable Doubletrees, made of choice Oak.

Singletrees of second-growth Hickory; Neckyokes in two sizes, 42 and 48-inches long. Best steel and malleable fittings throughout.

"NO ONE
CAN
GIVE YOU
A
BETTER
DEAL."

John Watson Mfg. Co.
LIMITED

WINNIPEG



A TRACTOR FOR BIG FARMS

No doubt you sell to farmers who cultivate large tracts. There's good profit in handling a Hart-Parr Tractor. It makes friends for your business. It holds customers. Complaints are few and far between. No matter where we send them—to Argentina, to Dakota, to Canada, to the Philippines, they fight their own battles because so well constructed, so severely tested, so thoroughly examined before leaving our hands.

The 45 B. H. P. Tractor

equals pulling power of 22 to 25 horses; the 30 B. H. P. Tractor does the work of 15 to 18 horses.

The farmer can plow, harrow, drill, harvest, thresh, haul wagon trains; grade roads, run any kind of mill. He can earn good money working for neighbors.

Our Liberal Agents Proposition—Write for it. We will send catalog and complete details.

HART-PARR COMPANY

36 Main St, Portage La Prairie, Manitoba
or Saskatoon, Saskatchewan.



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Advice from a Manufacturer

A well known manufacturer, addressing a convention of retailers, gave the following good advice on conducting a business. We think it well worth careful reading:

The first essential to a successful business transaction is that the contracting parties know each other. The manufacturer and the dealer should become acquainted and know each other well. Their interests are mutual, the manufacturer must depend upon the dealer to market his goods and the dealer must depend upon the manufacturer to keep him supplied.

If you know a man personally, it is easier to deal with him. You know whether he has a mean or a pleasant disposition and just how to interpret his letters. You will find and, no doubt already have found, that knowing a man well with whom you have dealings makes a great difference. This applies as strongly to the dealer and his customer whom he should know—study his disposition, his characteristics, his needs, and above all get his confidence. All these things help you in dealing with him. When he is ready to buy you will be ready for him with the right argument and the goods you want him to buy.

And this brings me to my second point, and that is, a perfect knowledge of the goods you handle and a well thought out line of talk on each article. This is very important and means more in getting your customer in a frame of mind where he feels he must have the article you are talking than anything else you can do.

In order to do this intelligently you should visit the factories where your goods are made and make a business of following their

manufacture from the time the raw material enters the shop until the goods are shipped.

It will be an immense benefit to you and the cost of your trip will be money well spent upon which you will get large returns. A man who knows his goods always has a great advantage over his competitors who do not.

I would confine my efforts to one make of each line of goods instead of two or more. By so doing you concentrate your entire force on the one line and can talk it with better effect and with much better results than you could if you spread your selling power over several makes. Any one who will try it will find my statement to be true. Whatever make you take learn it well and you will have no trouble against any competitor who must remain neutral between two or more makes and is not in a position therefore to put up a good square and earnest talk to his customers about any one make.

The salesman who offers us three or four kinds of varnishes at different prices, saying they are all good and he can recommend them, does not stand the show of the man who comes in with a knowledge of what we want and just one varnish which is usually higher in price than any one of the others, but which the salesman knows, and tells us will stand the weather test and spread over more surface per dollar's worth of varnish than any other varnish made for the purpose. The latter concentrates his efforts on one article, while the former spreads it over three or four. The effect on the buyer is very much in favor of the single line. I speak from long experience as a buyer.

You have no doubt had the same experience in buying a suit

of clothes when the salesman lays out six or seven suits. You are very undecided and do not know which to select. But let a salesman who knows you and the kind of clothes you like see you come into the store. He goes to a pile and pulls out the very suit you want and before he is through with you he makes you think so and you buy it.

Handle your customer in the same way. You can do it if you know your line perfectly and know him.

No Joy Riding in Prince Edward Island

The recent 1911 session of the Parliament of Prince Edward Island failed to repeal the law which provides that any person guilty of running a motor vehicle upon any highway or other public place shall, upon summary conviction, be fined \$500 and in default of payment committed to jail for six months. This law defines a motor vehicle to be all motors, automobiles, or any vehicle propelled by any power other than muscular power, except such vehicles as run on rails and steam rollers.

Horse Labor Expensive

Salesmen who are endeavoring to introduce steam or gasoline power on the farms of the West are often met with the argument that horse labor, while admittedly slower, is inexpensive. That this statement is a fallacy has been shown by careful figuring, such as a business man applies to any investment.

Prof. T. P. Cooper deals with this subject in Minnesota Bulletin No. 15, and proves conclusively that a horse actually costs the farmer a goodly sum for his keep.

First, there is the interest on the purchase price or selling value of the horse. Putting the rate at 6 per cent., and the value at only \$150, the interest comes to \$9. Next, we must consider that the average working life of a horse does not exceed ten or twelve years; therefore, at least one-twelfth of his value must be annually charged to depreciation. There goes another \$12.50 on the \$150 horse; and if the animal is worth \$300, the depreciation cost is doubled.

The average duration of a frame barn, according to underwriters' tables, is 40 years, and the capital per head, invested in such structures, may be said to average \$60. Divide this by forty, and we have \$1.50 as depreciation, and \$3 as interest, making the cost of shelter for a horse per year, \$4.50.

The items of use and depreciation of harness, shoeing and miscellaneous expenses add an average of at least \$2.87 annually, and bring the total cost on the \$150 annually up to \$28.87, without any reference to the cost of feed and labor expended in caring for the horse. The farm value of the feeds, based on accounts with 100 horses kept in different parts of Minnesota, averages \$54.84 per horse; the value of labor spent in caring for them, \$15.25 per horse. These items bring the aggregate average cost of keeping a \$150 horse in Minnesota, for one year, up to \$98.96.

The average farm horse in Western Canada, at the present time is, however, worth considerable more than \$150, and therefore the items of interest and depreciation have a higher value than indicated above. Perhaps it would be safe to say that the average Western Canadian farm horse costs \$110 per year.

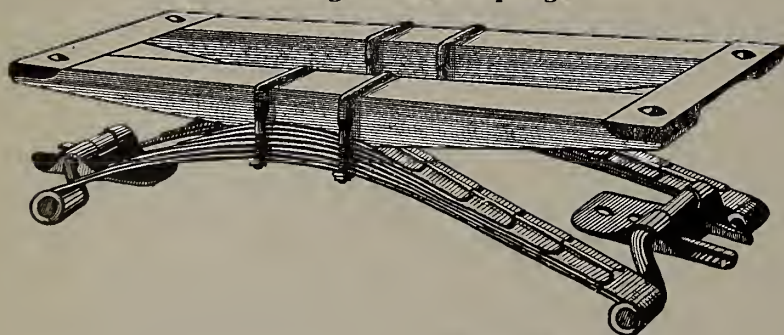
As 1000 hours a year, or 100 ten-hour days is about the actual working time of a horse, it will be seen that every working day the horse costs \$1.10.

Value of the Prairie Chicken

During the open season every man and boy in the prairie provinces who owns a gun goes out to slay chicken, or to give the bird its proper family name—grouse. There are few more succulent morsels than a prairie chicken cooked to a turn over an open camp fire, and at such times the hunter gives little thought to the habits and value of the bird, other than as an appetising meal.

Dr. W. B. Bell, of the North Dakota Agricultural College, says that a small amount of damage may be charged to the account of the prairie hens. There is some evidence that they destroy a little sprouting grain, pluck buds from fruit trees and eat grain in grain fields. But here again the good they do far out-

Wagon Bolster Springs



Steel Shaft Ends



Buggy Third Seats

**Four Useful Articles
and good Sellers**

WHY NOT TRY A FEW

D. ACKLAND & SON, LTD., Winnipeg.



Auto
Folding
Chair

weighs the comparatively small amount of damage done.

The food consists principally of insects, seeds, fruit and grain. The grain is very largely gleaned from waste grain in harvested fields. Large quantities of weed seeds are also eaten, though they are not so valuable in this respect as some other birds. The fruit eaten is almost entirely wild fruit useless to man.

The prairie hen performs a very large service in destroying noxious insects. During spring, summer and fall their crops are to be found packed with grasshoppers of practically all kinds found in the locality. The occasional well-known ravages of grasshoppers, when their numbers become excessive, serve to emphasize the importance of the natural enemies which tend to hold them in check and usually prevent their undue increase. The service rendered in the Dakotas by the prairie hen in destroying the young and adult grasshoppers much more than compensates for the possible damage they may do.

Prairie hens also destroy leaf-eating beetles such as the Colorado potato beetle, a familiar pest in the Dakotas. Many other injurious insects also are eaten.

The value of the prairie hen as a game bird also is a large item in its favor. Here again only the surplus stock should ever be killed

leaving plenty of birds to propagate for keeping up the supply.

In North Dakota where the law permits domestication of prairie hens there is an opportunity for developing a profitable addition to the income on every farm. They become tame very readily and multiply rapidly in captivity. They will feed among the other domestic fowl and the very high price which they now bring on the market and for purposes of propagation should make their domestication highly profitable. This is a matter that should receive large attention in the Dakotas and Minnesota. The birds have been exterminated in many parts of the country and there is a large demand for domesticated birds for restocking these localities as well as for the market.

John D. is not Worrying.

The United States Supreme Court recently ruled that the Standard Oil Co. be dissolved within six months. Meanwhile John is not at all excited. He stated in a recent examination that he was not worth more than \$300,000,000, and that his annual income was not more than \$15,000,000 to \$20,000,000. It was also stated, then that sixty-five thousand people depend for a livelihood on the head of the Standard Oil Co., and the weekly

wages bill totals nearly half a million. He controls more than twenty thousand miles of pipe lines, and owns forty thousand big oil tanks and two hundred steamers. Incidentally, Mr. Rockefeller and his associates control 38,000 miles of railway, and own four thousand tank freight cars that distribute the product of 3,000 oil wells to districts not reached by pipe-lines. Iron mines, real estate, lead trust, natural gas, steamship lines, bank stocks—all pay tribute to the octopuslike organization that John D. Rockefeller represents.

U.S. Farm Power

A magazine writer states that the farming area occupied in the U. S. at the present time comprises 315,000 square miles, or about 200,000,000 acres, and in view of these figures, it seems almost incredible that the importance of power-operated machinery as an economical factor in agriculture has not been more fully realized. It is true that the records of the Department of Agriculture show that modern improved mechanism is in operation on about 8,000,000 acres of cultivated soil, but this means only about 4 per cent. of the farming territory actually devoted to crop production.

The figures show that the re-

mainder of this immense area is still cultivated by the use of mechanical appliances, such as the plow, harrow, rake and harvester, but operated, not by mechanical power, but by the horse, the mule and sometimes even by manual effort.

Forget It.

If you see a tall fellow ahead of a crowd,
A leader of men, marching fearless and proud,
And you know of a tale whose mere telling aloud
Would cause his proud head to in anguish be bowed,
It's a pretty good plan to forget it.

If you know of a skeleton hidden away
In a closet and guarded and kept from the day
In the dark and whose showing, whose sudden display,
Would cause grief and sorrow and life-long dismay,
It's a pretty good plan to forget it.

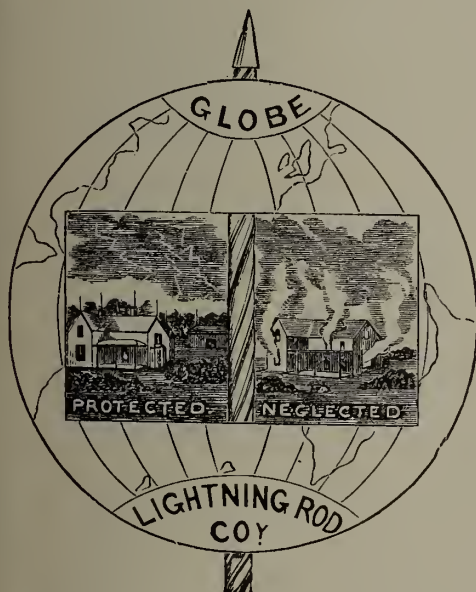
If you know of a thing that will darken the joy
Of a man or a woman, a girl or a boy,
That will wipe out a smile or the least way annoy
A fellow, or cause any gladness to cloy,
It's a pretty good plan to forget it.

Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod

The Oldest Established Business of this kind in Canada.



Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation. Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

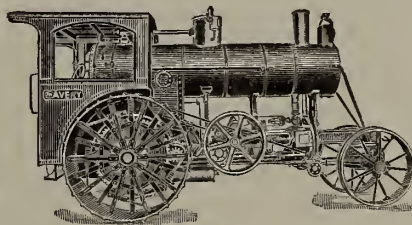
Hamilton Brass Mfg. Co., Limited

(Successors)

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Ontario

YOUR OPPORTUNITY TO MAKE MONEY



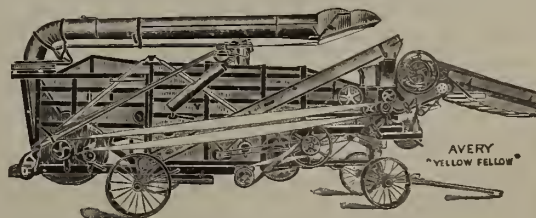
is right here. Get the Agency for the Avery Engines and "Yellow Fellow" Separators. They have both proved their superiority in the West.

Avery Undermounted Engines

are built like their cousin—the locomotive. This principle is admitted to be the correct one where heavy loads have to be hauled. No strains on the boiler, cylinders in line of draft. Equally efficient at the belt and every part easily accessible.

"Yellow Fellow" Separators

are famous for their saving and cleaning qualities. Your profits on a separator sale are handsome and your customer will be satisfied because he has a machine which embodies years of study, mechanical precision, great durability—in fact, it does the work it is built for.



Write for Agency Terms.

HAUG BROS. & NELLERMOE CO., LTD., WINNIPEG
Transfer Warehouses at Regina and Calgary.

Importance of the Retailer

The retail merchant is one of the most important factors in the commercial world to-day. Numerically, they far exceed manufacturers, wholesalers and jobbers combined, while their financial strength in the aggregate is enormous. The total amount of capital invested in retail enterprises is probably many times greater than that of the jobbers and manufacturers.

The retailer is the last link in the long chain between raw material and consumer, hence he is an important person in the eyes of the general public, for many of the wares which he offers for sale are unknown and invisible until brought to light in his store or warehouse.

The store of the retailer reflects the progress of the world's industries. New fabrics, foods, tools, household luxuries—all reach the public through the medium of the retailer.

The many thousands of retail implement dealers on this continent render a service to the agricultural community which can hardly be overestimated, for they are, in effect, warehousemen for the factories whose goods they keep on hand for immediate delivery.

It would seem that the retailer is indispensable to the manufacturer, wholesaler and jobber, for it is the retailer who creates the demand for commodities by the mere act of selling them.

In the life of the towns and villages we find the retail merchant occupying a foremost place in public affairs. He is, in a responsible position; he feeds, clothes, and supplies both the necessities and luxuries of life to the community, and consequently he is influential and respected.

The prosperity of the retailer is a safe guide to the well being of his district; both are interdependent, and each builds up the other.

If further evidence were needed of the retailer's position, imagine the state of affairs if he were suddenly banished from his trade. We would all be forced to do business with the mail order house, which Heaven forbid!

Accurate Accounting Necessary

We have from time to time presented our readers with articles on the importance of knowing the cost of doing business, but we still hear of implement dealers who imagine that when they sell machinery for more than they paid for it they must be making a profit. Such a hazardous method of doing business will lead to disaster in nine cases out of ten. Every dealer is in business to make money, and to accomplish this purpose it



CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER
DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
F. D. BLAKELY, Manager
822-3 UNION BANK BUILDING Telephone Main 518 WINNIPEG, CANADA

SUBSCRIPTIONS
\$1.00 per year in Canada; Foreign \$1.25 per year. Single Copies, Ten Cents

ADVERTISING
RATES MADE KNOWN ON APPLICATION
Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE
Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn. Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JUNE, 1911

is absolutely essential that he make a net profit on his total sales. Guessing at the percentage to add to the cost price is simply taking chances, for it is a well known fact that the majority of dealers estimate their expenses and losses at too low a figure. It is not surprising that many who endeavor to approximate in these important matters find themselves losing money at the end of the year. An accurate system of accounting for every penny disbursed, in cold, hard figures, is the only sure and safe guide to the percentage which must be added to cost price of goods in order to make a reasonable profit.

Education and Success

By W. P. Warren.

There are many young men in business who, because of a lack of early training, either through limited or wasted opportunities, are struggling with a great handicap, which they hardly realize, in their limited knowledge of certain fundamentals of education. They resemble a man in a boat with one oar, battling against the waves, without even knowing enough to wish for another oar, and without realizing that the reason others are making better headway is because they have two oars.

The fundamental branches of study—those which every school-boy is supposed to learn in his early years, and which are often too meagerly understood by young men—are: How to spell, how to use correct grammar, good penmanship, arithmetic,

geography, history and etymology.

Simple as these branches are, there are thousands who are deficient in them, and yet are blundering along through life, expecting to make a success in business, and yet not realizing how greatly they are handicapped by the lack of these things.

Those who feel a lack in any of the simple fundamentals of education cannot afford to neglect any opportunity they can make to acquire some knowledge in those branches. Fifty years of hard work without them cannot hide the defect which may be overcome by a few years of night study.

Keep Busy and Advertise

Waiting for business to come is a very poor policy. It may answer alright for the lawyer or doctor, but one never finds the successful implement dealer idling away his time. If weather conditions make business dull and preclude outside canvassing, the time is ideal for a few hours' thoughtful study given to advertising in the local papers, or to composing a circular letter to prospective customers dealing with some seasonable line. There is always something to be done in the warehouse, such as re-arranging stock, setting up new machinery, getting repairs in order, and so forth.

We believe too many dealers neglect the advertising matter furnished them by the manufacturers and jobbers in the shape of circulars, booklets, signs, etc. Every one of these should be made to help in its special way. You will find the hustling dealer

uses small signs on the fences and trees surrounding his town; every road bears some indication of the locality of his warehouse and the lines he has for sale. These signs are supplied by the manufacturer for the express purpose of helping the dealer's business forward, and to neglect them is wasteful and foolish.

Advertising takes many different forms, and the dealer must intelligently support every method of publicity if he is anxious to build up and maintain his business.

Hudson Bay Railway

It is reported from Ottawa that the Government will call for tenders next month for the construction of the first 120 miles of the Hudson Bay Railway from The Pas, along the route as now determined definitely for at least half of the distance to the Bay. The route of the second half of the line will depend on whether Port Nelson or Fort Churchill is chosen as the terminus. It is altogether likely that the former will be selected, but no definite decision will be announced until the reports of the engineering and hydrographic surveys, now being made, are completed. By next year it is expected that work will be started from the eastern terminus of the line and construction will be vigorously pushed to completion by 1914.

Another section of the eastern half of the line will be contracted for this summer. The road will be built under the direct supervision of the Railway Department.

Value of Thorough Cultivation

To produce a bountiful crop, fertile soil, good seed and good cultivation are essential factors, the lack of any one of which will seriously affect the results at harvest time.

Probably good cultivation is the most important feature, and one which calls for more skill and judgment than any other problem of the farm.

A close study of local soil conditions and climate is necessary to ascertain the kind of cultivation best suited for any given crop.

Pulverizing the soil, conserving moisture and destroying weeds are the principal objects of cultivation, and good plowing is the first step in this direction. A good seed bed is one where the harrow finishes what the plow began, making a firm, uniform surface.

In breaking sod, the main object is to bury the surface weeds, leaving each furrow turned over against its neighbor and exposing the under surface in such a way that the sun and wind kill the exposed roots. Subsequent cultivation is easy and effective.

Most authorities agree that deep plowing should be done at frequent intervals, especially when the subsoil has a tendency to become hard and compact. This sometimes forms into what is commonly known as hardpan when land is plowed at the same depth for many years in succession.

Plowing and harrowing break up the capillary connection between the surface and the subsoil, thus checking evaporation and saving the moisture in the seed bed. After rainfall cultivation is especially necessary, as capillary connection is quickly established by the soaking in of rain, and a crust afterwards forms with many little channels through which the moisture again escapes to the air. Harrow or cultivator should be freely used in such cases to break up the crust and form a protective mulch, which retards evaporation.

Stirring and pulverizing the soil admits a percentage of air which is necessary to plant foods, and where fertilizers are used their effectiveness is greatly increased by being intimately mixed with the soil particles.

Nothing keeps weeds in subjection like the cultivator. Many grain farms have become weedy through poor plowing and lack of cultivation, with the result that the fertility of the soil is greatly impaired, becoming worse from year to year as long as careless methods allow weeds to absorb moisture and nourishment from the soil.

No land, however fertile, can produce a good crop of grain and weeds at the same time. Plowing weeds under turns them into a form of manure, which leaves the soil richer than before by returning the plant food already absorbed, together with a fresh supply of nitrogen. Burying weeds before they bear seed is the only practical way to destroy them, for the seeds have been known to lie dormant for many years, only to germinate and grow when brought nearer to the surface. Let weeds grow and then destroy them by means of tillage implements.

Agricultural College Special.

The Manitoba Agricultural College Special train is at the time of writing on its tour of C.P.R. points in Manitoba. The main object of the train is to encourage mixed farming, and the project is certainly deserving of the highest commendation. The train consisted of seven cars fitted up for demonstrating various subjects including cookery, household economy, livestock, cultivation and crop growing, dairying, gardening and insects. A large staff of lecturers and demonstrators, including the best

authorities on Manitoba agriculture, accompanied the train.

At Rosenfeld, the first stopping place of the train, those in charge were much gratified to find about 90 per cent. of the English speaking farmers of the Morris district on hand to participate in the 3-hour course. The residents of this district have been battling with a plague of weeds in recent years, and they highly appreciated the opportunity of obtaining expert advice on this and other subjects, the completeness of the equipment bringing the agricultural college to their very doors.

Winnipeg Horse Show

The seventh annual Winnipeg Horse Show will be held in the Amphitheatre during the week commencing June 5th. A record show is expected, and numbers of Winnipeg's finest horses are to be seen at the present time trying out in the arena. Entries closed May 20th, the classes being well filled with a number of entries in excess of former years. A material increase has been made in the prize list, which has helped the executive to secure many additional entries. Amongst others, the Lowes stable at Calgary is well represented, and at the date of writing some of the prize-winners from the United States are expected here.

D. C. Cameron, one of the biggest exhibitors at the show, will have a large number of prize winners on hand this year to go after the honors again. He recently imported three splendid horses from the east, one a harness horse, one a jumper, and the other a saddle horse from which he is expecting great things this season. Hugh Sutherland will also have a big list of classy horses after many of the prizes, and in fact, all the big horse owners of the city will certainly be on hand with their animals in the best possible condition.

One of the new classes this year will be for old horses and is expected to prove of great interest. Horses to be eligible for this class must be in active service, and must have been owned and used continuously by the exhibitor or a member of his family for not less than three years prior to date of entry. All horses must be fifteen years of age or over. The prizes in this event will be awarded to the horses in the best condition, age and length of service considered.

Peace Society for Canada

"The Canadian Conciliator" is the prospectus number of a proposed monthly or quarterly magazine to be devoted to the interests of world-wide peace.

This prospectus number contains interesting extracts from speeches and articles by men famous as advocates of peace: Mr. Asquith, Lloyd George, Hamilton Holt, Norman Angell, author of "The Great Illusion," and many others. It contains also brief descriptions of the different Good-will Organizations of the World, and some carefully compiled facts and figures which show clearly to what greater advantage the efforts expanded in preparing for war might be turned.

There are, in addition to this, some reflections on war and peace, with news relating to international movements.

It is possible for Canada to exert a unique influence for the world's peace; it is time that we think of ourselves as citizens of the world, and think of everything in world-wide terms.

Those who wish to support such a publication and take part in forming a Peace Society in Canada, should write to C. H. Keys, 226 Confederation Life Bldg., Toronto, Ont.

Salaries of Our Law Makers.

In the Dominion of Canada, both in the Senate and in the House of Commons, \$2,500 per annual session is paid, with traveling expenses, but there are deductions for non-attendance.

The compensations by legislatures in the Provinces outside of Prince Edward Island are: Ontario, \$10 per day for 30 days and such additional sum, if the session exceeds 30 days, as the members may vote themselves; no mileage is allowed and deductions are made for non-attendance; Quebec, \$6 per day for 30 days, or \$800 if the session lasts longer, with travelling expenses; Nova Scotia, New Brunswick, and Manitoba, \$500 per session and travelling expenses; British Columbia, \$1,200 per session and travelling expenses; Saskatchewan and Alberta, \$1,000 per session, with mileage allowance, but deductions for non-attendance.

Very few men in business of any importance but receive greater remuneration for their time and energy and it is a lamentable fact that men otherwise shrewd in business matters blast their whole career by allowing themselves to be drawn into politics.

Obituary.

One of the best known implement men in central Alberta, in the person of A. B. Thompson, of the firm of Begert & Thompson, of Castor and Stettler, passed away (at Castor) on May 11th. M. P. Roblin, of the Canadian Moline Plow Co., and W. E. Hall, of the Cockshutt Plow Co., represented their respective companies at the funeral.

Personals

G. Winters has purchased the implement business of F. L. Halliday at Adanac, Sask.

Bernard & McArthur are opening an implement warehouse at Borden, Sask.

Stephens & Brickman have entered the implement field at Viking, Alta.

J. E. McGregor has sold out his implement business at Austin, Man., to Robert Wallace.

C. J. Schneider has opened an implement store at Tompkins, Sask.

Moore & Henderson are commencing business as implement dealers at Webb, Sask.

H. C. Kydd is successor to Geo. Robinson, implement dealer at Carstairs, Alta.

Strong & Strong have sold out their general store and implement business at Beverley, Sask.

R. G. Wilson is opening an implement business at Fielding, Sask.

J. G. Thompson has gone into the implement trade at Liberty, Sask.

A. N. Robertson, implement dealer at Oberon, Man., has sold out to A. McDonald.

I. Martin has succeeded to the implement business of Broatch & Cowan at Fairlight, Sask.

Keyser & Dertell are successors to R. A. Keyser, implement dealer at Wynyard, Sask.

Street Whitlam Bros., implement dealers at Scott, Sask., have been succeeded by R. H. Street.

J. McGibbon is reported successor to Moore & Stevens, implement dealers at Wawanessa, Man.

R. I. Davidson, implement dealer at Maymont, Sask., has been succeeded by Anderson Bros.

Harry Speight, manager of the Speight Wagon Co., Markham, Ont., spent a few days in Winnipeg recently.

T. J. Storey, president and manager of the Canada Carriage Co., of Brockville, Ont., visited Winnipeg last month.

H. W. Hutchinson, manager of the John Deere Plow Co., has just returned from a directors' meeting of Deere & Co., at Moline, Ill.

M. J. Beatty, sales manager of Beatty Bros., Fergus, Ont., has just completed a tour of the West in the interests of his company.

M. P. Roblin, on the road staff of the Canadian Moline Plow Co., gave us a friendly visit during May.

John Kidd, of Kidd & Clements, implement dealers at Wapella, Sask., was on a visit to Winnipeg recently. He reports business in his district as being good.

T. E. Bissell, president and manager of the T. E. Bissell Co.,

Elora, Ont., is spending a couple of weeks in Saskatchewan and Alberta.

H. J. Noble, who represents the Canadian Producer & Gas Engine Co., of Barrie, Ont., has left for a couple of weeks' visit to Toronto and his company's factory.

Wm. Masten, Moline, Ill., trade manager for the Moline Plow Co., recently spent a couple of days with the Canadian Moline Plow Co. here.

We were glad to receive a call recently from J. O. Bonnier, Montreal, representative of McColl Bros. & Co. (lubricating oils).

Jas. Winram, of Pilot Mound, has bought the hardware and implement stock of Chalmers & Watson at that point and has added the stock he already carried there.

We are pleased to report that J. Turnbull, assistant Western manager of the Sawyer-Massey Co., is back at his desk after a couple of weeks' enforced idleness through sickness.

S. H. Chapman, president of the Ontario Wind Engine & Pump Co., has just returned to Toronto after spending three weeks in the West visiting Winnipeg, Regina and Calgary.

Thos. Addison, who covers south-eastern Manitoba for the Canadian Moline Plow Co., has just returned from spending a couple of weeks at his old home in Syracuse, N.Y.

J. M. Thompson, of Brandon, Western manager of Beatty Bros., spent a couple of days in Winnipeg and gave us a call. Mr. Thompson looks forward to a banner year's business for his company.

A. W. Quinn, Montreal manager for the Frost & Wood Co., visited us recently. This is Mr. Quinn's first trip to the West, and he is going as far west as Medicine Hat, Lethbridge and Macleod.

Haug Bros. & Nellermeoe have just sold five 30 h.p. under-mounted Special Alberta engines to the Canadian Wheat Lands, Ltd., for use on their own farm. This constitutes a record sale by the company to any single consumer.

J. M. Reid, manager of the Winnipeg branch of the Ontario Wind Engine & Pump Co., has returned from a ten days' trip to the Saskatoon and Regina districts. Mr. Reid reports crop conditions in this territory as excellent.

W. T. Stockton, sales manager of the well boring and drilling department of the Dempster Mill Mfg. Co., of Beatrice, Neb., spent 10 days visiting the Winnipeg and Calgary branches of the Ontario Wind Engine & Pump Co., who are the Canadian agents for this firm.

J. C. Hyndman, general agent of the I. H. Co. at Brandon, gave us a call last month. Mr. Hyndman assures us that spring sales have been far beyond expectations, and building operations have commenced on the splendid I. H. C. warehouse and offices at Brandon.

The Canadian Moline Plow Co. held a gathering of their road staff to deal with trade interests and arrange for their midsummer and fall campaign. The following gentlemen were present: M. P. Roblin, F. T. Wright, Calgary, Thos. Addison, Brandon, G. O. Gjevre and A. W. McCartney, Saskatoon.

Wheat Selection Contest

The C.P.R. Land Department have inaugurated a Wheat Selection Contest for Saskatchewan school boys, 18 years of age or younger, for the best collection of 25 individual plants of any kind of wheat selected from a crop growing in Saskatchewan.

Nine prizes are offered, from \$25 down to \$2, and the rules and conditions are fully set forth in "Western Progress," the bulletin of the C.P.R. Land Dept.

From each collection of plants sent in for the 1911 competition the judges will select the ten best plants and number them 1 to 10. From each of these ten plants the best head will be sent back to the competitor, enclosed in a special envelope bearing the number of the plant, so that every participator in the contest, whether a prize winner or not, may enter a new competition for the best progeny obtained from a single head. Five prizes are also offered in this continuation ranging from \$30 to \$10.

Further information, rules and conditions, etc., can be obtained on application to J. L. Doupe, Assistant Land Commissioner, C.P.Ry., Winnipeg.

Conservation Addresses

The Commission of Conservation of Canada have just published in book form two of the addresses delivered at the second annual meeting held at Quebec, Jan. 17, 1911. This publication is divided into two sections: Agricultural Work in Ontario, by C. C. James, Deputy Minister of Agriculture for Ontario, and Unsanitary Housing, by Dr. Chas. A. Hodgetts, Medical Adviser to the Committee on Public Health of the Commission of Conservation.

The first section comprises a report on the general agricultural situation in Ontario, including educational and demonstration work and its results in various counties. In conclusion the expenditure of the Ontario Department of Agriculture for the year

is given in detail. The second section deals at length with the conditions in the slum quarters of some eastern cities and makes suggestions as to the remedies needed. This portion of the book is illustrated in half tone. An epitome of the Canadian Health Laws in the various provinces is given, with their bearing on the problem of unsanitary conditions; comparisons are made with the state of affairs in European countries, and in conclusion Town Planning and Copartnership are discussed in relation to the housing problem.

New Price List.

The Ontario Wind Engine & Pump Co. have issued their 1911-12 Price List of Pumps, Scales and Tank Heaters. Forty pages are given to the subject, every variety of wood and iron pump being fully illustrated and described. Scales are also listed with a capacity from 5 tons to a few pounds. Dealers should write the company for a copy of this useful price list.

"Manitoba" Gasoline Engines

The Manitoba Windmill & Pump Co., Brandon, are now mailing their new Catalog No. 10. This company is now entering on its tenth year manufacturing the "Manitoba" line, which is fully illustrated and described in the 64-page catalog just issued. The company manufacture gasoline engines ranging from 1½ to 25 h.p., vertical, horizontal and portable, and in addition feed grinders, steel saw frames, pump jacks, windmills, wood and iron pumps.

Dealers are reminded that a copy of this interesting catalog will be furnished on request.

Deere to Sell Davenport and Syracuse Products

It is officially announced that a permanent selling arrangement has just been consummated between Deere & Co.'s selling organization and the Davenport Wagon Co., of Davenport, Iowa, by which the former are to sell the entire output of the latter factory. It should be understood that the Davenport Company was not a competing concern, an arrangement having existed heretofore by which the Deere selling organizations have marketed that portion of the Davenport outputs outside of their home territory, i.e., part of Illinois and Iowa.

This selling arrangement has been brought about by the growing popularity of the Davenport Roller bearing Steel Wagon, which Deere & Co. were anxious to add permanently to their line of wood wagons, thus making this branch of their business complete.

It is also announced that Deere & Co. will market the entire output of the Syracuse Chilled Plow Co., of Syracuse, N.Y., with the exception of the export trade.

Farming in Saskatchewan

The Watson Witness (Sask.) is a good example of a bright country newspaper. From a copy just received we reproduce the following item, which shows how rapidly the prairies are being brought under cultivation:

The amount of work that can be accomplished on a prairie farm in a short time is a surprise for those located elsewhere. Eight years ago the first grain was sown in the Watson district, and this spring Lamb Bros. have 1100 acres seeded—530 acres in wheat and 570 acres in oats.

The regular field force consisted of 4 men and 16 horses. A gasoline plowing outfit was also engaged for a short time.

Preparations were started last fall by plowing 635 acres. This spring three gang plows were in use with four horses on each gang, and they plowed 21 acres a day. Kieffer Bros. were engaged with their big gasoline traction engine, which they kept running night and day at one stretch until 165 acres were plowed. Seeding was commenced on the 17th of April and completed on the 22nd of May. The wheat is all up and it looks fine.

S. H. Lamb, formerly of Amboy, Ind., said "the Saskatchewan climate is finer than we expected and we like the country and the people better even than we anticipated. The soil surely is fine to work and of good quality, one man being able to handle about what four men can in the States where we once lived. This is going to be a great country when it becomes well settled and improved."

Vehicle Sales.

Continued prosperity among the agricultural classes is having a decided effect upon the vehicle trade. There is a steadily increasing demand for high quality work, and dealers who cater to this demand by stocking the best grade are building up a reputation and reaping the reward. A well known carriage traveller said recently that buyers look more closely into the quality of a job than they do into the price. Farmers who have money to spend on a new buggy or surrey are prepared, generally speaking, to pay top price and get the best there is going.

Optimism is prevalent throughout the West this summer owing to the splendid climatic conditions and the outlook for a crop without a parallel in the history of

the West. It is at times such as these that the progressive vehicle dealer makes every effort to introduce carriages of high quality and educate his patrons to buy the best. The dealer finds the sale of high class goods more satisfactory in every way; the profits are perhaps no larger but complaints are fewer because of the durability and superior construction of good vehicles.

Manufacturers to-day devote most of their attention to vehicles for country use, but there is a surprising demand for the kind of jobs which command high prices in the towns and cities.

New Wagon Plant.

A directors' meeting of the Port Arthur Wagon Co. was held at Winnipeg on May 26.

Arrangements were completed for the immediate erection of the plant and committees appointed to carry the work to completion.

Beavers Increasing Rapidly

At Oxbow, Sask., beavers are becoming a nuisance to the farmers owing to the damage done to standing timber. Many acres

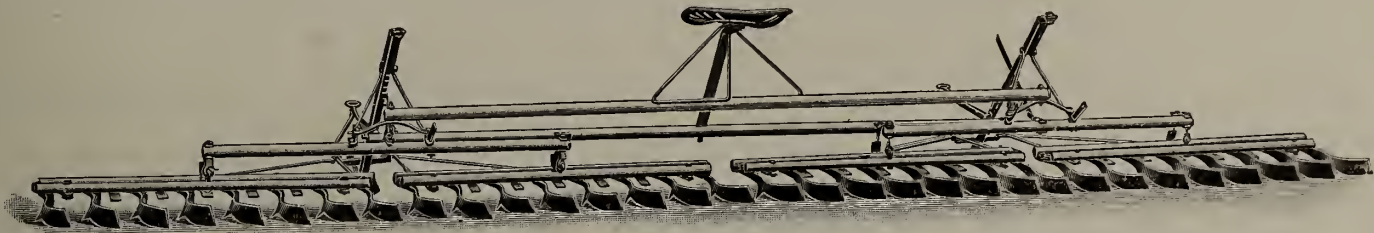
of poplar and elm trees have been cut down by the busy rodents and rolled into the stream to build their wonderful dams, and consequently the stock of firewood is seriously diminished. It is likely that the provincial government will take some action to reduce the numbers of these industrious creatures.

"ACME" Pulverizing Harrow, Clod Crusher and Leveler.

MADE IN SIZES WORKING 3 FEET TO 17½ FEET WIDE.

USED WITH ONE TO FOUR HORSES OR WITH GANG PLOW AND TRACTOR.

Mr. DEALER:—You should sell the "ACME" Pulverizing Harrow because it is the harrow needed to give RESULTS under the conditions in your territory. It produces the best possible seed bed and is best for GENERAL FARMING because it cuts and crushes clods and lumps, turns, smooths and levels the ground in one operation. One season's use will more than repay the cost to the farmer on ground prepared with it.



FROM INCREASED YIELD PER ACRE.

The "ACME," used on hard ground or newly broken prairie, compacts the soil turned under by the plow, and leaves no voids or air spaces to waste moisture in the ground.

CONSERVING ALL THE MOISTURE.

On irrigated farms the "ACME" produces the ideal seed bed and the best results, as demonstrated by large numbers of successful farmers working under these conditions; on dry farms equally ideal conditions, and the assurance of a successful crop, no matter what the weather conditions during the growing season.

For prices and local agency write our General Canadian Agents—

THE JOHN DEERE PLOW CO., Ltd.,
WINNIPEG.

Regina Calgary Saskatoon Edmonton Lethbridge.

DUANE H. NASH, Incorporated,

107 Division Avenue, MILLINGTON, N.J.

We Initiate and Originate, But Do Not Imitate.

The KRAMER is the Pioneer, Best Known
and Only Reliable Rotary Plow Attachment.

Order Now For Fall Trade

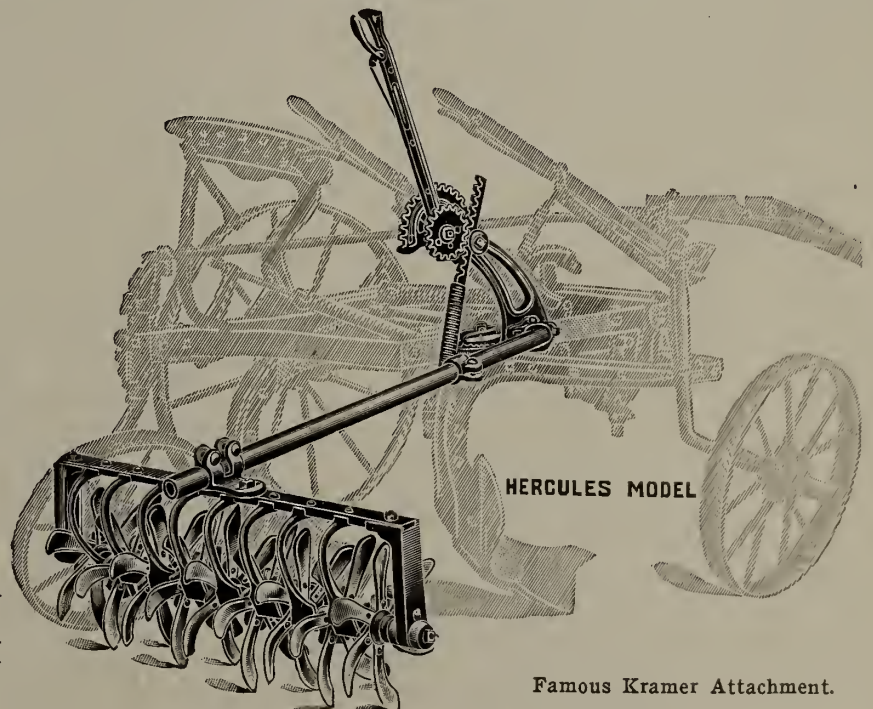
You can well afford to push the sale of the Kramer Attachment. It means dollars in your pockets.

The Kramer is especially effective when used in connection with Fallowing, Backsetting and Stubble Breaking. In the preparation of the Seed Bed for fall sowing it combines the functions of the harrow, packer and pulverizer, and pays for itself in a few days.

The Dealer's Opportunity

It doesn't take the dealer long to sell one of the Modern Kramer Attachments.

The farmer is becoming acquainted with its splendid work and labor-saving qualities. He has been reading about it in his farm paper. He has been learning about its reliability and efficiency. The farmer is already a prospective customer.



HERCULES MODEL

Famous Kramer Attachment.

If New and Powerful Models, the right kind of prices and terms appeal to you, write for particulars. Do it to-day.

THE KRAMER CO., Winnipeg, Man., and Paxton, Ill.

JOHN DEERE PLOW CO. LTD.

Winnipeg

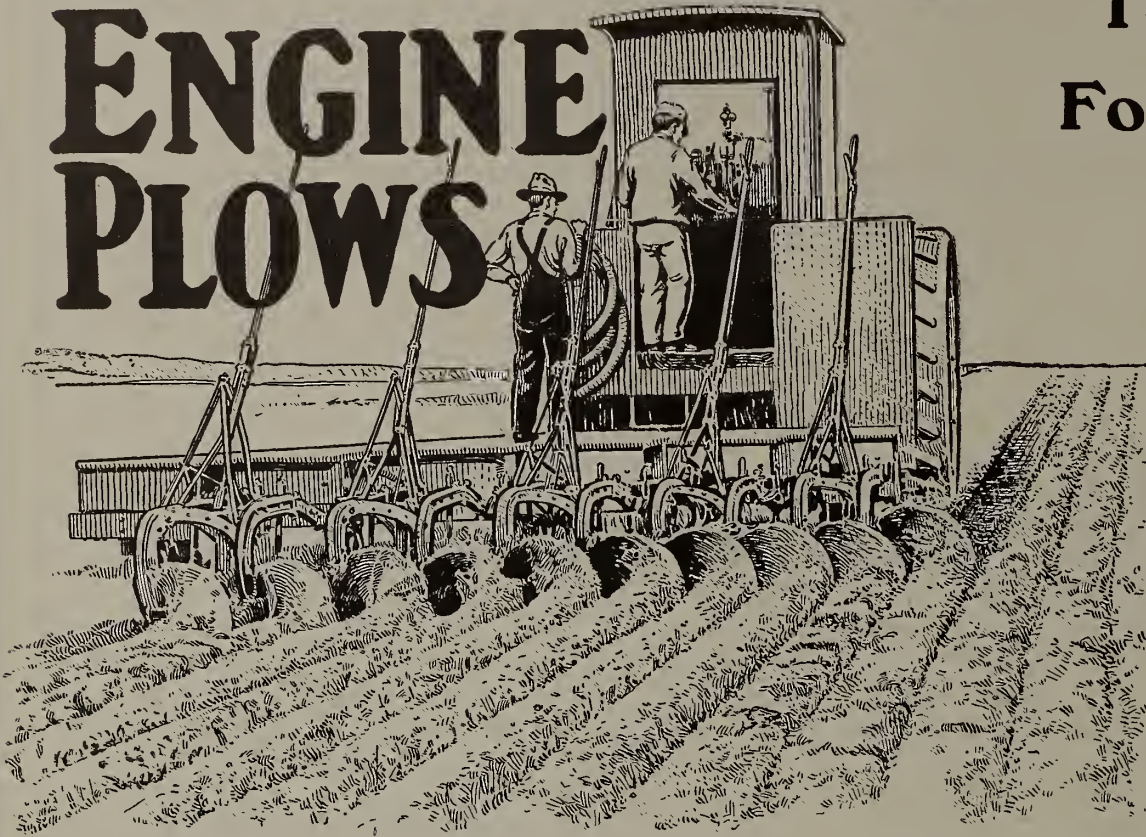
Regina Saskatoon Calgary Edmonton Lethbridge

JOHN DEERE ENGINE PLOWS

Four, Six, Eight,
Ten, Twelve, or
Fourteen Bottoms

Equipped With

Deep Suck, Quick
Detachable Shares
Handiest Feature
Ever Put on an
Engine Plow.



SELL JOHN DEERE ENGINE PLOWS

Because these plows have the longest successful field record back of them, and more of them are in use than of any other make, which is the best evidence of their efficiency.

Because it is a safe bet that farmers generally will not buy an implement unless it has been proven satisfactory.

John Deere Engine Plows are very strong, pull easy, handle easy and do the finest kind of work.

They are strong because of the high grade material used.

They pull easy because **John Deere** bottoms are light in draft.

They handle easy because there is only one lever for each pair of plows and every other desirable convenience is provided.

They do the finest work because the pulverizing and turning qualities of **John Deere** bottoms have never been equalled.

Write us for dealer's proposition or send for Engine Plow Book. This book contains all available valuable information on Engine Plowing.

QUICK DETACHABLE SHARES ARE A GREAT ADVANTAGE

It takes a lot of valuable time to change shares on an ordinary engine plow.

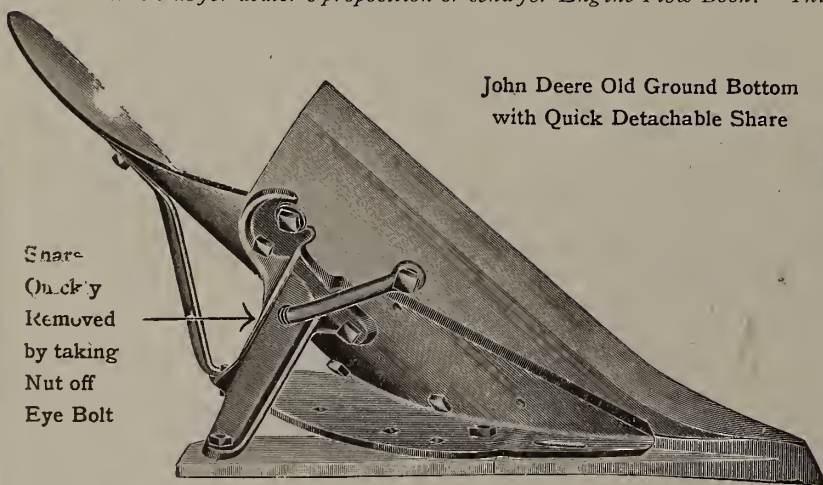
John Deere Engine Plows are equipped with **quick detachable shares** which can be changed in one-fifth the time usually required for other makes.

Each share is removed by taking off one nut, which is easy to get at, instead of four nuts inconveniently located.

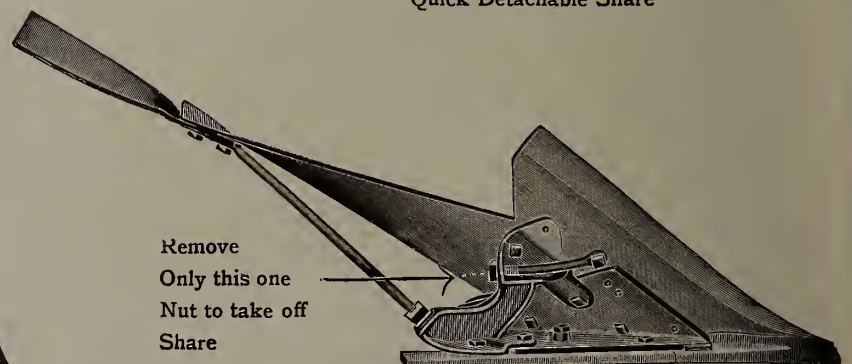
Illustrations below give you a good idea of this feature.

Another thing, the one eye bolt holds the share more securely than when bolted to frog in the old way.

Think of saving 80% of time ordinarily required to change shares. This means a lot—especially when in a hurry.



John Deere Old Ground Bottom
with Quick Detachable Share



John Deere Breaker Bottom equipped with
Quick Detachable Share

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

BROCKVILLE VEHICLES

"CANADA'S STANDARD"

THE WROUGHT IRON LINE

The kind that Sell, Build up your Trade, and Make you Money.

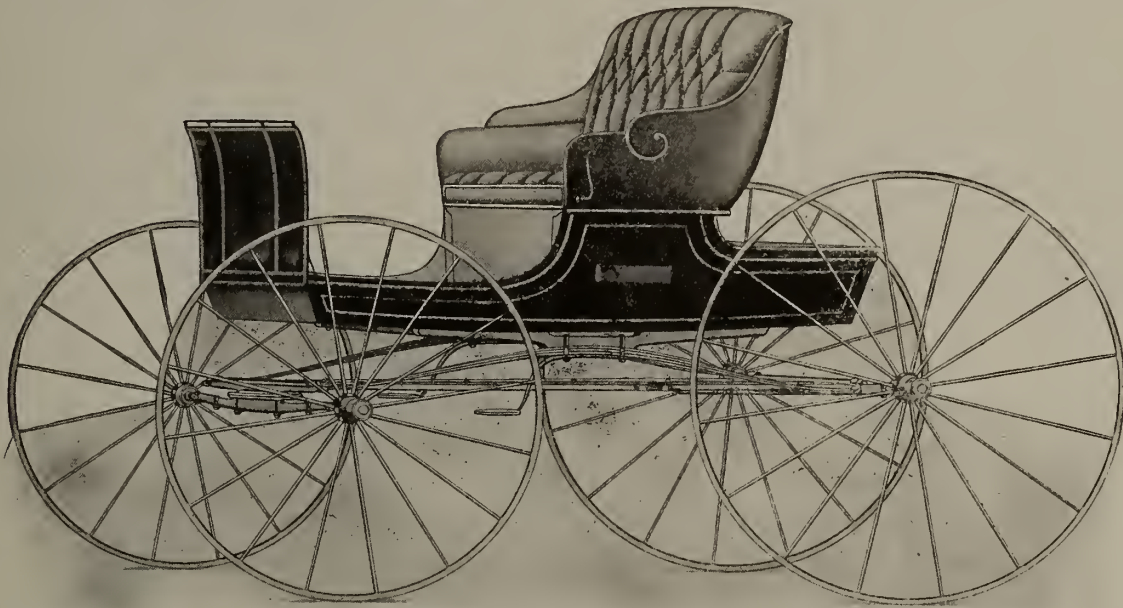
The Brockville Wrought Iron Line embodies more special features and strong points than any other line of Vehicles offered to the Canadian Dealer.

SOME FEATURES

The Brockville Steel Channel Perch Construction.
The Brockville Wrought Three Prong 12-Inch Circle.
The Brockville One Piece Wrought Steel Continuous Body Loops.
The Brockville Diamond Reach Brace.
The Brockville Oil Tempered Graduated Cast Steel Easy Riding Springs.

MORE FEATURES

The Brockville Heavy Panel plugless Body.
The Brockville Steel Clamp Body Corner.
The Brockville Full Padded Dashes, with Dash Braces and Rails welded to Dash Frames.
The Brockville Silk Rubber Top Lining.
The Thompson "Patent" Truss Brace Shaft.
The Thompson "Patent" Safety Pole.



No. 180 "BROCKVILLE AUTO SEAT CONCORD"

Just what you are looking for.

Just what your trade wants.

Something Special!

Something New!

Something Different for 1911!

More Special Features

More Talking Points

More Satisfaction

Don't fail to see Supplement B to our Large Vehicle Catalogue, No. 36, for Special Features found only on Brockville Vehicles—"Canada's Standard."

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

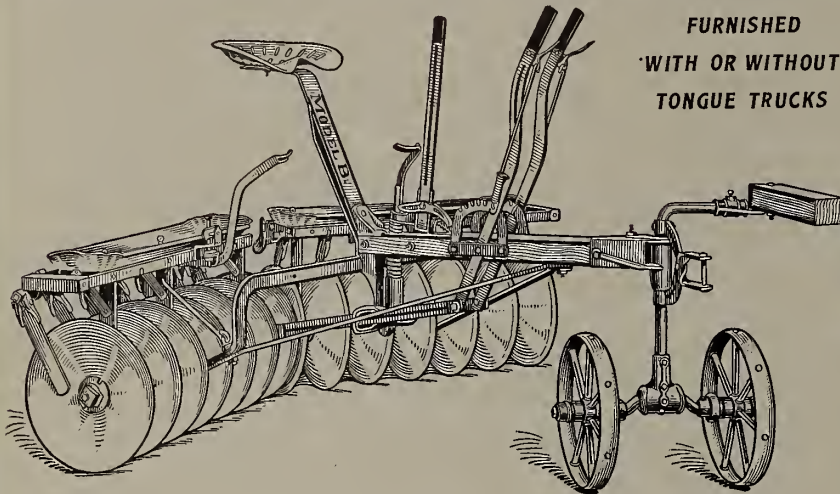
JOHN DEERE PLOW CO. LTD.

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Disc Harrows

Deere Model B Disc Harrow

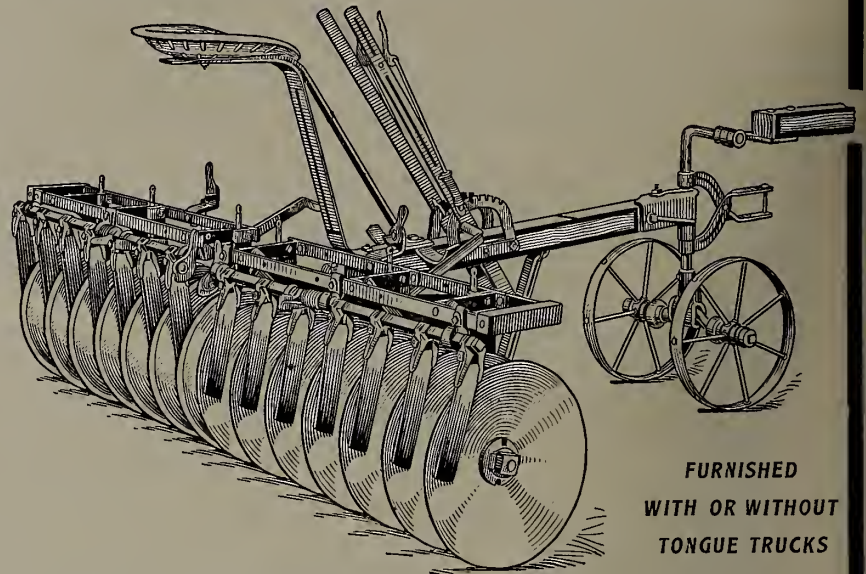


FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

It is the Only Real Flexible Harrow

PROGRESSIVE Farmers know how much more satisfactory our Model "B" Disc Harrow does its work of pulverizing the soil evenly—without skipping rough places in the "middle"—because our Third Lever With Spring Pressure Yoke and controlled draw bars enables you to govern your discs. They can't push up in the centre, as with ordinary machines. You pull the lever and it locks automatically with discs working through dead furrows or over ridges, always cultivating thoroughly. Special features besides superior malleable iron parts and extra durable construction are: Easy, Double-Spring Seat—High Frame out of dust—Adjustable Disc Scrapers—Lighter Draft, etc.

Deere Model K Disc Harrow

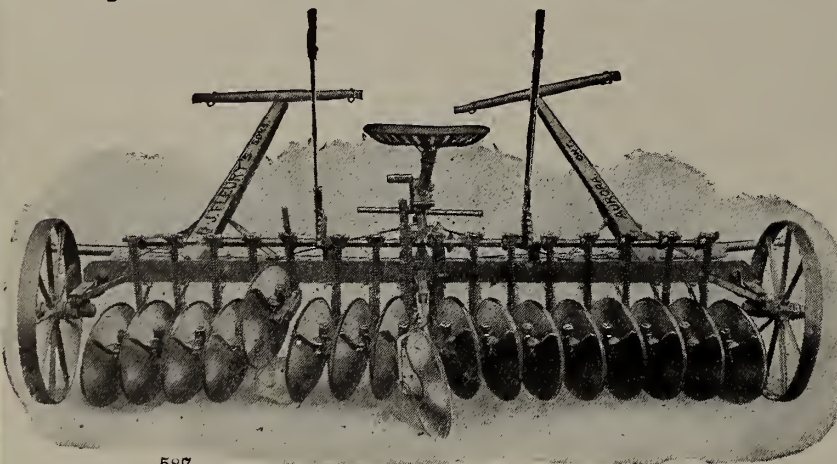


FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

A STRONG, substantial two-lever harrow, slightly lighter than Model "B," but having many of its points of superiority. The Frame is made from a single piece of heavy steel. The frame bars, crosstrees and braces are all steel, very securely riveted and bolted together.

The Scrapers are of the improved oscillating style, and can be easily removed or replaced. Hard Maple oil-soaked bearings are used on this harrow. Disc Blades are made of the very best quality steel, thoroughly polished and sharpened. Double Angling Levers on this harrow ensure a convenient machine for lapping lands and for hillside work.

Cyclone Wheel Disc Harrow



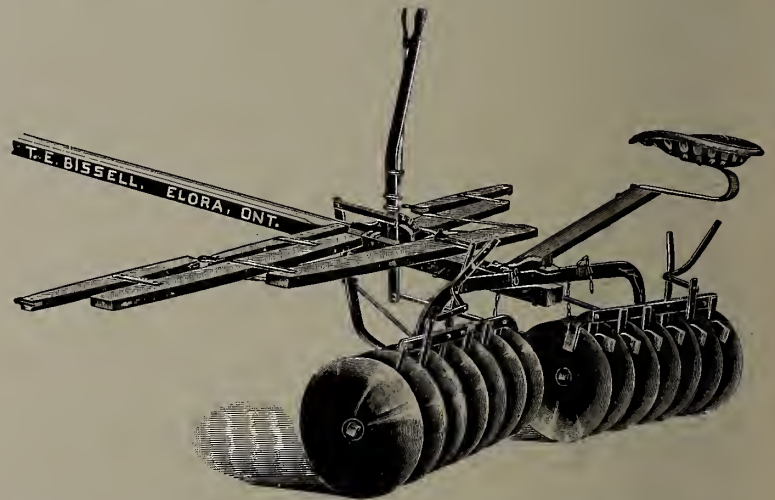
587

EASY to move from one field to the other. No danger of dulling discs on hard road. Can be backed or turned anywhere. Each disc is independent and equipped with a pressure spring, the same as a grain drill.

More or less pressure can be applied at the will of the operator. For discing stubble fields, summer fallowing, or plowed land, it has no equal.

Can also be used as a weeder or cultivator, being so constructed that the discs can be set at any depth desired; the space between discs being thoroughly worked and much lighter draft than a cultivator.

Genuine Bissell Disc Harrow



THE Disc that farmers want. Some good features are—
Correct Balance—Stays down at its work, does not buckle, bind and hump up in the centre.

Shape of Disc—Cuts, turns and stirs the soil, where others only scrape the ground.

Light of Draft—Forty hard Anti-friction Balls used in every "Bissell" Harrow relieve the horses.

Ease on Horses' Necks—The Hitch is well back, the seat projects at the rear of frame; no weight on necks.

JOHN DEERE PLOW CO. LTD.

Winnipeg

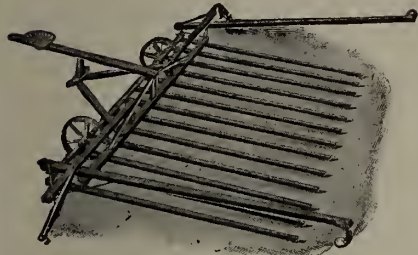
Regina Saskatoon Calgary Edmonton Lethbridge

The Great Dain Line

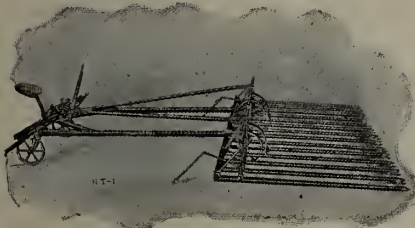
OF HAY TOOLS IS Profitable for Dealers



Dain Hay Loader



Dain Truss Frame Sweep Rake



Dain Power Lift Rake

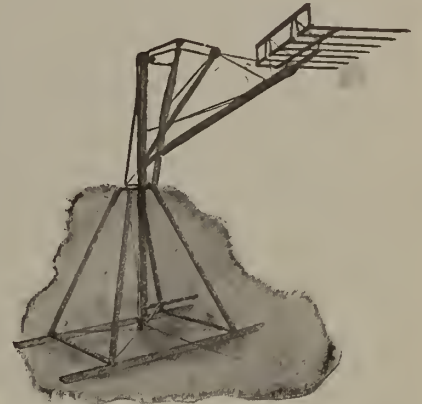
The Dealer selling this line of Haymaking Machinery will control the trade of his district.



Dain New Idea Rake



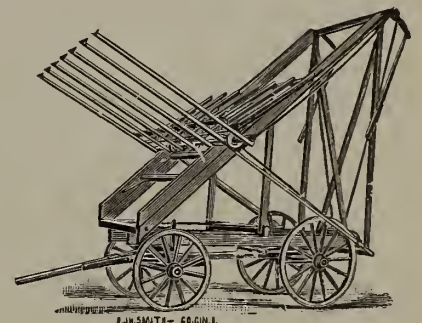
Dain Pull Power Hay Press



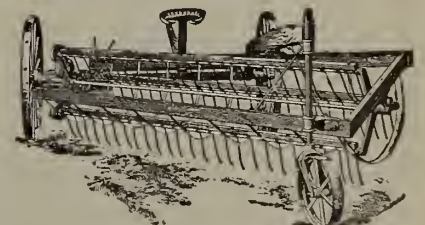
Dain Universal Junior with Brake



Dain Universal Junior Mounted



Dain Automatic Stacker



Dain Side Delivery Rake

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

The Potato Crop.

Potatoes are becoming more popular as a crop from year to year, and consequently the field for potato machinery is increasing. Dealers should note carefully the acreage planted to tubers in their district and be prepared to meet a demand for cultivators, sprayers, diggers, sorters, etc. The potato crop is expensive and troublesome to cultivate and harvest without the aid of modern implements especially adapted for this work and it should not be difficult to convince the farmers of this fact. Potato machinery is a profitable and satisfactory line to handle, and no dealer can afford to ignore it where the crop is grown to any extent.

Some experience in potato breeding may be of interest to dealers at this time, and we therefore reproduce an address by Harold Orchard, given at Brandon Winter Fair before the Canadian Seed Growers' Association:

Vigorous potato seed is all important if one would expect big yields. Small potatoes are likely to be low in vitality while small cuttings are found to be undesirable for seed. Very small potatoes, seed ends and even parings may grow and produce crops, but one should not expect very much from them. In order to obtain maximum yields, it is not only necessary to have choice seed, but one must have selected seed. In order to get this seed, it should be selected in the field at harvesting rather than from the bin. In "bin selection" one may take very fine looking tubers, but what does he know of the company they have had in the hill? Perhaps the rest were too small for market, too rough or perhaps were very few in number. "Best hill" selection is the only way one can be sure of his seed stock being of first quality. Select from those hills in which all tubers are marketable, of uniform type and shallow eyes. Avoid rough tubers, as the best tend to revert to this soon enough and hills producing a very large number of tubers should likewise be avoided. These prove very unsatisfactory for seed and are hard to breed out. With very careful selection sometimes one will find some stocks improve for a time, then deteriorate. These should be discarded. In the selection of pure seed one must note the top growth and also the blossom.

The best of seed will not give best results if the land is not properly prepared. Potatoes may grow in fresh plowed sod or stubble, but it is not in this ground that one expects best results in Manitoba. Properly prepared summer-fallow, backsetting and scrub-breaking, invariably give best results where proper atten-

tion is given during the growing season. In order to have a clean potato field and at the same time cultivate the crop at minimum cost, one should not find much trouble if taken in time. If one harrows or cultivates the field at intervals of a week to ten days until planting time a great quantity of weeds will be killed, thus making after-cultivation much less tedious. When the crop is planted, harrow or use a weeder at once and every week thereafter till the plants are about six inches high. By doing this practically all the weeds will be killed. The scuffer should then be put through between the rows every week until the development of tops and roots prevents further cultivation.

Along the above lines of selection and cultivation the writer has built up strains of potatoes that even in last year's unfavorable season yielded ninety per cent. or more of marketable tubers. The writer has also made numerous experiments in different ways of planting, cutting seed and using whole potatoes, and finds that good sized cuttings give best results and most even crop. Experiments with seed from various types of hills have also been made and it has been proven that there is a tendency for tubers to produce hills similar in all respects to the hills from which they came. In one instance last season I planted tubers from hills that had produced only one and two very large tubers. The results were plain at harvesting: very fine potatoes but insufficient as regards numbers. Which only further goes to prove that "like begets like" even in potatoes.

A Few Hints.

System does things on time and in good time.

System is the screw that never gets loose.

System does away with guesswork.

System makes a crooked way straight.

System, by its very presence, generates habits of industry and punctuality.

System stops the leaks and losses.

System is the lubricant that makes the implement business go smoothly.

System sees that the warehouse is clean and orderly at all times.

System insures the stock being kept up and no losses from "Didn't know we were out" carelessness.

System finds every man in his place in the morning and at noon time.

System is but another name for prudent foresight which looks far ahead, keeps an eye on the present and profits by the past.—System.

Calgary.

J. A. Brookbank, Calgary manager of the Cockshutt Plow Co., left the latter part of May for his semi-annual trip through British Columbia. He will be away about a month and will visit coast cities as well as inland points while absent.

J. A. Brookbank, Calgary manager of the I. H. Co., spent a couple of weeks in B.C. on business for his Company, which he reports is exceedingly good.

A. W. Trickey, Calgary manager of the Massey-Harris Co., has spent considerable time recently visiting his agencies in Southern Alberta. Their business this season has been very satisfactory.

W. G. Matheson, Western Auditor for the Cockshutt Plow Co. at Winnipeg, spent the month of May auditing Calgary branch books. He left June 1st for Regina.

W. E. Hall, assistant manager of the Cockshutt Plow Co., visited several points in northern Alberta during the past month.

A regular meeting of the Alberta Wholesale Implement & Carriage Dealers' Association was held in Calgary on June 3rd, when several important matters were discussed.

A delegation from the Alberta Implement Association went to Regina on May 19th for the purpose of conferring with the Regina and Manitoba Associations on several matters of importance to the trade, particulars of which will be available later. The committee, which consisted of J. A. Latimer, Cockshutt Plow Company; A. W. Trickey, Massey-Harris Co.; J. A. Brookbank, International Harvester Company; O. S. Chapin, of Chapin Co., and W. H. McLaws, solicitor of the firm of Loughheed, Bennett, Allison, & McLaws, returned to Calgary the following Monday, May 22nd, and in addition to a good business trip report a very enjoyable visit.

Conditions in Alberta were never better at this season of the year. There has been a great deal of moisture in every district and the weather remained cool for a considerable time, allowing the moisture to permeate the ground thoroughly. Part of the precipitation consisted of several inches of snow which while it looked rather peculiar at this season of the year was a splendid thing for the country. The result is that now the weather has become warmer, growth is simply marvellous and it is indeed doubtful if ever at this season the growth of grains and grasses was so strong. The crop is a practically assured fact whether further moisture is obtained or not and the result is

that farmers and business men are decidedly optimistic.

Business has been good—larger business than ever before reported by all the firms—and this in view of the fact that farmers were a great deal more conservative than usual in their buying. Of course the great development taking place in the province, both in the way of immigration and increased acreage is responsible for the increase. As an indication of the way things are being done we might mention the case of Canadian Wheatlands Company at Suffield, in charge of Jas. Murray, who was until recently superintendent of the experimental farm at Brandon. This company owns somewhere in the neighborhood of 100,000 acres and are breaking on an average of 160 acres or $\frac{1}{4}$ section of land daily. They use three large steam engines, hauling plows, pulverizers and drills, three large gasoline engines with plows, pulverizers and drills, in addition to a number of walking plows hauled by mules. They are increasing this plant this month by adding two more large steam engines, hauling two twelve-furrow engine gangs.

L. P. Winslow, Alberta manager of the Ontario Wind Engine & Pump Co., left June 1st for a four weeks' trip to Eastern Canada and the northern States. He will attend a conference of the branch managers of the Company and will also visit the different factories manufacturing their goods. He will take in Kingston, Toronto, Dundas, Aylmer, Welland and Chatham in Ontario and Minneapolis, St. Paul, Detroit and Waterloo, Ia., in the U. S. D. C. Thom, of Edmonton, will be acting manager during Mr. Winslow's absence.

Agriculture in Ireland

Astonishing facts relating to Irish land development have come to light in connection with the poultry conference at Dublin. Figures have been compiled showing that the country possesses more than 24,000,000 hens and 250,000 goats. It is exporting nearly \$20,000,000 worth of poultry produce, while England imports \$35,000,000 worth of eggs.

Ireland, according to these figures, is becoming a second Denmark. The increase in poultry is due principally to the establishment of co-operative depots, which have steadily multiplied. The recently started society called the United Irish Women is rapidly becoming a force in the development of agriculture, and it is believed that the efforts of the organization will result in a greatly reduced emigration.

Keeping Trade at Home

One of the strong indictments against mail order houses is that they are strangers. Sending away for goods builds up some other locality and leaves the home town dead. The village storekeeper belongs to his local institutions, takes an active interest in the welfare and upbuilding of his town, and in every way contributes to the good of his neighbors. This cannot be said of the mail-order concerns. Theoretically, the advantage should be on the side of the local merchant, who is right on the spot, with every opportunity to get personally acquainted with the local wants and push the sale of his goods. When money is spent at home local business houses prosper, the whole community prospers, and consumers get some of their money back—indirectly but surely. Why enrich the express companies and mail order houses at the expense of the home community?

The success of mail order houses, says the Commercial, has not been due to the fact that they have been content with small profits. They have made headway because they have deliberately set themselves at the task of studying the needs of their prospective customers, and meeting those needs in so far as they possessed the power to do. Their profits are large, and their dividends are enormous. Favorable financial results have been secured through a combination of healthy profits and an unending solicitude for the good will of buyers.

The merchant who keeps in close touch with his customers and learns their tastes, need have no fear from competition anywhere. If he uses his whole intelligence for the development of his business, he will discover that his constituency is prepared to meet him more than half way. The average customer will not think of sending money to a distant town or city for goods when he or she can do as well at home, and if this principle were thoroughly understood and acted upon there would be no ground for complaint with respect to the volume or character of the trade that flowed from it.

The catalog houses can not and do not compete with local estab-

lishments that use the proper amount of system in the conduct of their business. The method of selling for cash is a strong point in their favor and keen anxiety to please customers is another. The advertising campaigns bring in a huge amount of business, and this feature of their warfare is largely responsible for the maintenance of public interest in their operations. Every merchant has the opportunity of using space in local papers for the purpose of making announcements regarding his store, and by the application of a moderate amount of shrewdness he can attract the serious attention, through those mediums, of buyers who may have formed the habit of patronizing outside concerns.

Some of the retail dealers who complain loudly and continuously about the unfair competition of catalog houses might employ their brains to better advantage. They should have enough initiative to prevent them from sitting beside a stove in the store and gossiping with the village "gadabouts." Let these merchants practice introspection and ascertain whether the fault does not lie wholly with themselves. Do they keep the kind of goods that the people need and ask for? Do they lay special stress on the quality of their wares? Do they use signs? Do they arrange their goods attractively in their store? Do they make fine displays in store windows? Do they advertise? Do they pay as much attention to the public as do the mail order houses?

When the problems raised by these questions are solved, less will be heard about "unfair competition." No man can afford to sit by and wait for business to come to him nowadays. He must go after it. If he goes after it in the right way, he gets it and gets plenty of it.

No money is ever made by price cutting. The price-cutter is a sure loser in the long run. Wise buying, sound thinking, careful planning and conscientious service to the customer is the combination that brings permanent business and puts money in the bank.

Plymouth Twine



IS THE KIND THAT APPEALS TO THE FARMER

- ¶ It appeals by its quality. It appeals by the policies which surround its making and marketing; it is known as the great leading *Independent* twine
- ¶ It appeals by the constancy with which its quality is maintained; farmers all over the country have used it for a generation and have pronounced it good—year in and year out
- ¶ All these things appeal to the dealer too, that's why so many of the best ones are acting as PLYMOUTH agents
- ¶ More profit on the PLYMOUTH "Specialty Brands" helps the matter, of course
- ¶ For information about Twine write to address below

Modern Interior Decorations

are those presented by the use of

"Galt" Metal Ceilings and Side Walls

The new patterns will catch your fancy at once. The embossings are heavy. The plates perfectly made and application easy.

THE GALT ART METAL CO. LTD.

GALT, ONT.

Western Distributors:

NOBBS & EASTMAN, 839 Henry Ave., Winnipeg

Canadian Distributing Agents:

W. G. McMahon,
(Representing Lindsay Bros.)
Winnipeg, Man.

Hobbs Hardware Co.,
Toronto, Ont.

Gas Traction Co. After Business

The announcement that the Gas Traction Company, of Minneapolis, Minn., manufacturers of the Big Four "30" gasoline farm tractor, have purchased the Gas Traction Company, Limited, of Winnipeg, and that after June 1 the Winnipeg factory will be operated as a branch of the Minneapolis company will be received with interest by the implement trade, as well as by the farmers of Canada. The Winnipeg company was incorporated in the summer of 1909 and since that time many gas traction engines have been sold in this territory. The winning of the gold medal at the

that branch offices will be opened at important points in the West, where stocks of engines and supplies will be constantly kept on hand, insuring prompt shipments and doing away with the possibility of expensive delays.

An important feature of the Big Four "30" is the automatic steering device, which the company claim will automatically guide the engine, keeping its course absolutely parallel with the last furrow turned over, and it is only necessary for the operator to start the engine in the furrow at one end of the field and to turn it when it reaches the other end;



Winnipeg Plant of the Gas Traction Co.



Minneapolis Plant of the Gas Traction Co.

Winnipeg Agricultural Motor Competition last summer brought them into great prominence.

The Gas Traction Company will have excellent facilities for making quick shipments of engines and supplies. Large and centrally located offices and show-rooms at 156 Princess street, Winnipeg, have been engaged and we understand that extensive alterations are being made in order to adapt the building to the company's requirements. It is probable that in the near future it will be necessary for the company materially to increase its facilities for manufacturing engines here; for the present, however, the factory in Elmwood, a subdivision of Winnipeg, will be crowded to its utmost capacity, under the management of the Minneapolis company. The Elmwood factory is of concrete construction, two stories in height, and covers 25,000 square feet. A spur runs from the shipping platform to the line of the C.P.R., making it possible to bring in materials in car-load lots and to make quick and economical shipments of engines and supplies. We are informed

the automatic steering device does the rest.

The Gas Traction Company are exclusive sales agents for the Hand Hansmann Binder Hitch, a device which makes it possible to operate four or five binders, the engine running along at the edge of the uncut grain and each binder cutting its full swath, without side draft. This invention can be used with any make of traction engine.

The Cotton Picker

Mr. H. Thomas, speaking before the National Association of Cotton Manufacturers held in Boston, Mass., April 12, took for his subject "The Man and Machine of the Hour."

Mr. Thomas touched on the inventions of the past fifty years and led up to the subject of the cotton picker recently perfected by Mr. Price. When the linotype machine was invented the printers and public threw one spasm after another because it was going to kill the printers' trade. Has it done so? No. On

the contrary, it has opened new avenues for them. From time immemorial, he said, man has endeavored to invent something that would do the work for him, but God has never permitted him to succeed until the hour for it had arrived. The steam engine came at the psychological moment, likewise the gin, the binder, thresher, linotype, wireless, automobiles, and now the cotton picker. Aristotle said there was nothing great in this world but man, and nothing great in man but mind. It requires an intellectual giant like Mr. Price has proven himself to be to manage such a big proposition. Few men can conceive of its magnitude. It is too big for the average man to fully appreciate and understand. Take a few figures: The cost of picking a bale of cotton averages about fifteen dollars; two million bales would cost to pick thirty million dollars.

The cotton picker will do it for half the amount. Then it would pay 5 per cent on \$300,000,000. The \$15,000,000 saved would build 1000 miles of new railroad every year. If it picked the crop

of Texas alone it would yield a revenue of \$30,000,000 annually now and \$45,000,000 in less than five years. In picking the crop of the United States it would earn \$100,000,000 and then save enough money to build railroads from New York to San Francisco each year. I know nothing of Mr. Price's plans or his company. I do not own a single share of stock and do not know that any is for sale, but it is the duty of every man to lend his moral and financial support to such a great and beneficial machine, because it's a public benefactor.

I watched this machine work every day for fully a month. It is without a doubt the success of the century. There is no question in my mind that it will make all rich who are associated with it, and, at the same time, Mr. Price will reap much honor and glory and go down into history as one of the greatest benefactors mankind has ever known. No greater honor can come to a man than that of a public benefactor, like virtue, it cannot be bought or sold.

Massey-Harris to Enlarge

The Massey-Harris Company proposes to enlarge its Toronto works and to add from 500 to 700 employees to its present staff. The company intends to increase its foundry department by transferring the paint shop to the east side of Strachan avenue, and building a large storage warehouse to the east of the present warehouse. For the purposes of expansion the company hopes to purchase a portion of the Central Prison or asylum property from the Ontario Government in the near future, and to use this additional property for piling lumber thereon.

Anybody can cut prices, but it takes brains to produce a better article.

Carriages and Harness

We are prepared to make you prompt shipment of both light and heavy Harness and Carriages from our Winnipeg Stock as well as from our factories at Montreal. Let us have your orders, and trust us to take care of them Catalogues on application.

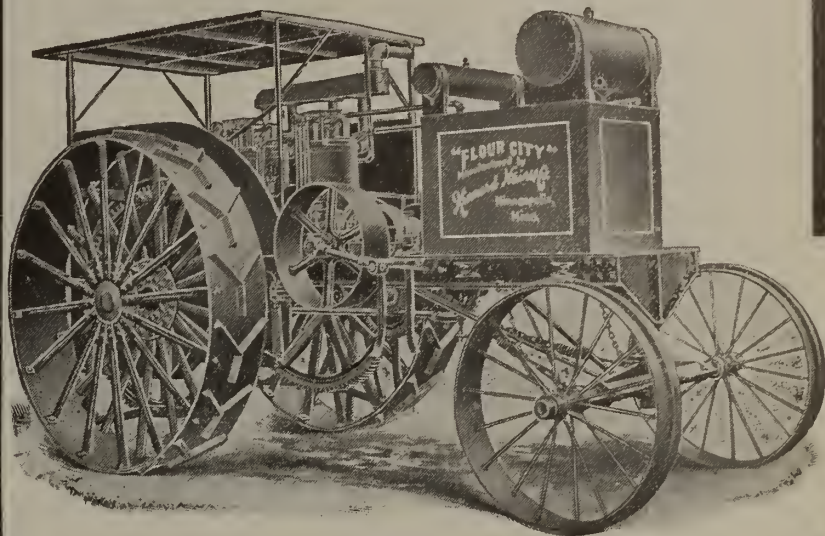


Heney Carriage & Harness Co., Ltd.

MONTREAL, P.Q.

WINNIPEG, CAN.

The "FLOUR CITY" Tractor IS THE BEST SELLER



You ask, Mr. Dealer, why we say it is the Best?

FOR SIX REASONS :

- 1.—It will use less Gasoline or Kerosene than any other make of internal combustion tractor per horse power developed.
- 2.—It is lighter per actual horse-power.
- 3.—It is more easily handled.
- 4.—The workmanship and material in its construction is unsurpassed.
- 5.—Its substantiality is unequalled.
- 6.—Its manufacturers will treat you right.

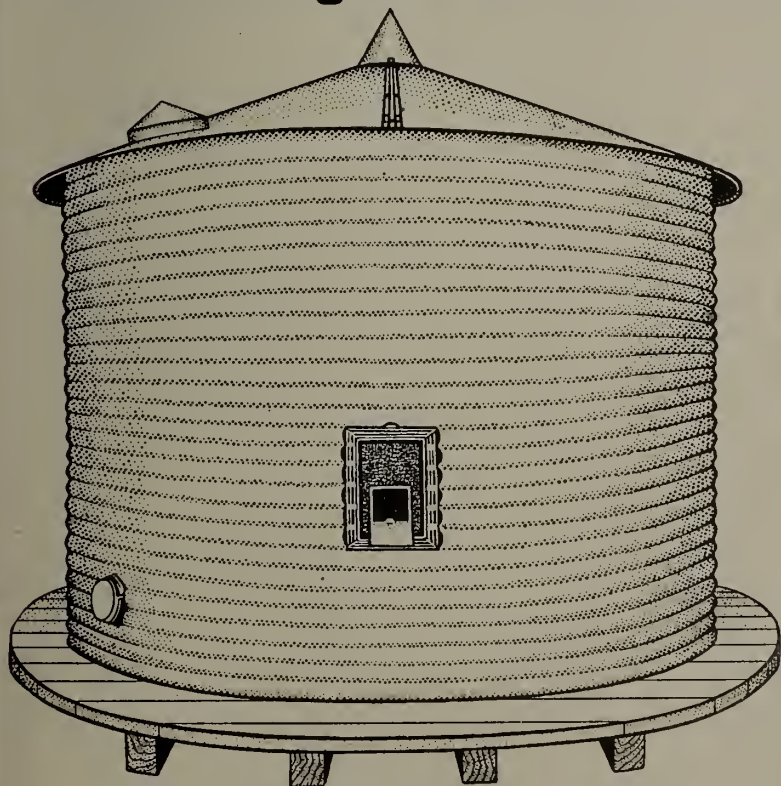
Just send us an order and we will demonstrate to you that we always "Deliver the Goods." Send for Catalog No. 17.

ONTARIO WIND ENGINE & PUMP CO. LTD.,

TORONTO, WINNIPEG, OR CALGARY

KINNARD-HAINES CO., 830 44th Ave. N., Minneapolis, U.S.

Portable Corrugated Iron Granaries



850 and 1050 bushels capacity

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co. Ltd.

Manufacturers of Corrugated Iron, Shingles, Siding, etc
WINNIPEG, MAN.

O.K. Canadian 2 Horse Elevator Digger



Over 20,000 in
use in Canada
.. and ..
United States.

Write for our 1911 catalogue
describing our complete line of

**POTATO CUTTERS; PLANTERS;
SPRAYERS; HILLERS and 2 HORSE
DIGGERS**

**CANADIAN POTATO MACHINERY CO.
LIMITED**

GALT

ONTARIO

Transfer with complete stock at Winnipeg.

Fine New Warehouse.

The engraving herewith gives an accurate presentment of the handsome new warehouse and offices of the Ontario Wind Engine & Pump Co. on the corner of Logan ave. and Arlington st., Winnipeg. The building is four storeys and full basement, of the most improved type of mill construction, with finishing in Twin City buff brick and cut stone trimmings. Frontage on Logan ave. is 100 ft., and 70 ft. on Arlington. The office and show rooms will be located on the second floor, and are to be very commodious and handsomely fitted up. The building has 35,000 square feet of floor space, while the new engine warehouse connecting with it at the rear is 81 x 130 ft. and has 10,530 ft. of floor space, making a total of 45,530 ft. in the two buildings.

This warehouse will undoubtedly be one of the finest implement buildings in Winnipeg, and the large land area secured by the company on this important corner gives them ample room for the extension of their building from time to time as trade demands.

The property is served by a spur from the C.P.R. where cars can be taken in and out almost any hour of the day, having loading facilities for half a dozen cars, and one of the best switching arrangements in the city.

Out of town customers can reach it by the Belt Line and Logan ave. west cars, and as soon as the new Arlington street overhead bridge, which is now in course of construction, is completed, cross town car service will be inaugurated, which will pass along the east side of the property, thus making it more easy of access and will bring it within ten or fifteen minutes from the centre of the city.

The building will be equipped with up-to-date freight elevators.

Starting Up a Tractor

Gasoline tractors have reached such a height of popularity in the West that every implement dealer ought to be familiar with the operation of these machines to some extent. The implement dealer is the logical sales agent for the tractor, and as such he should know as much as possible about it. If he cannot devote sufficient time and study to the tractor to become an expert, he should by all means be capable of starting up a machine in the field and instructing a customer in the more important features of the engine. C. Bishop gives in the American Thresherman some useful hints to the beginner which should be of interest to our readers.

It is very often said that

success, or failure, in the handling of a gasoline plowing tractor, lies to a considerable extent, in its starting. Especially is this true in the case of the beginner, as he is apt to measure his future ability as an engineer by the first few days' performance. However, he must remember, it is very essential that he have plenty of confidence in his ability to thoroughly "learn" the engine, and also not to allow himself to be discouraged by the occasional adjusting and "tuning" up required during the first day or two of operation. But, on the other hand, over-confidence and a lack of desire to proceed further in the study of gasoline engineering is very detrimental to the making of a good gasoline engineer.

No set of rules can be given, which would entirely cover the method of procedure in the starting of a gasoline plowing engine, but if the suggestions outlined below are carefully adhered to, you will find that your first few days' work will be a record breaker, for a new machine.

Before attempting to start an engine, the operator should thoroughly familiarize himself with the mechanism of the entire machine, especially acquainting himself with the apparatus controlling the motor and the levers which operate the traction. After making sure that he understands the method of control of the entire machine, he should look to preparing the engine for work.

Possibly, the duty of most importance in making the machine ready, is the lubrication of the several parts. Extreme care must be exercised in seeing that each part is furnished with the oil best adapted for its lubrication, and that the lubricant reaches the intended spot.

After the machine is properly oiled, it will be well to fill the gasoline and cooling supply tanks.

With these duties performed, a careful examination of the ignition system should be made, and if found necessary, adjust same, so that each cylinder will receive the proper quality of spark at the correct time. The rotation of firing can be ascertained by noting the position of the cams. Or, if this is not convenient, turn each cylinder onto compression; the rotation of compression will always be found to be the same as the order of firing. While turning the motor over, it will be time well spent to note the amount of compression and the opening and closing of the valves on each individual cylinder. Adjust the carburetor as nearly as possible before attempting to start the motor.

With most automatic carburetors, a fair adjustment can be had by opening the needle valve three-quarters of a turn to a complete turn, with the automatic air valve seated lightly but firmly.

Now, theoretically, there is no reason why you should not be able to start the machine. You have thoroughly lubricated all the moving parts, the gasoline and cooling supply tanks are filled and ready, the spark is of proper quality and occurs at the correct time, the valves open and close at the proper point, and the compression is all that it should be. With everything in readiness, turn on the switch, place the spark advance lever in the retarded position, and turn the motor over. Be careful to note that the lubricators are all working, and that the cooling supply is circulating. After attaching the engine to the plows, the operator should stop the motor and make a careful examination of the entire machine, paying particular attention to the locating of warm bearings and loose burrs. In case a warm bearing is detected, the machine should not be started until it is properly attended to. Lubrica-

tion should be applied by the method used in the bearing, until it shows at the edges of the journal. Attention should also be given any loose burrs, etc., before starting.

After a thorough inspection of the machine, you may feel safe in starting the motor and making a round with the plows. However, at this time you will possibly find it necessary to adjust the carburetor. In doing this, be careful to move the adjusting parts a very small amount at each setting, allowing the motor to adapt itself to each adjustment, and you will have no trouble in adjusting the engine to pull its load.

With the completion of one round, you will find it advisable to stop the motor and repeat the examination of the entire machine, giving the bearings and loose burrs the preference as before. If the bearings, etc., are found in proper condition, two rounds can be made without doing any injury to the machine. But do not make it more than two rounds before stopping. Repeat the inspection as before, and if everything is found to be in proper condition, increase your running time one round at each stop until your only stops are for noon and night.

A False Impression. — What sort of a magazine do you publish?

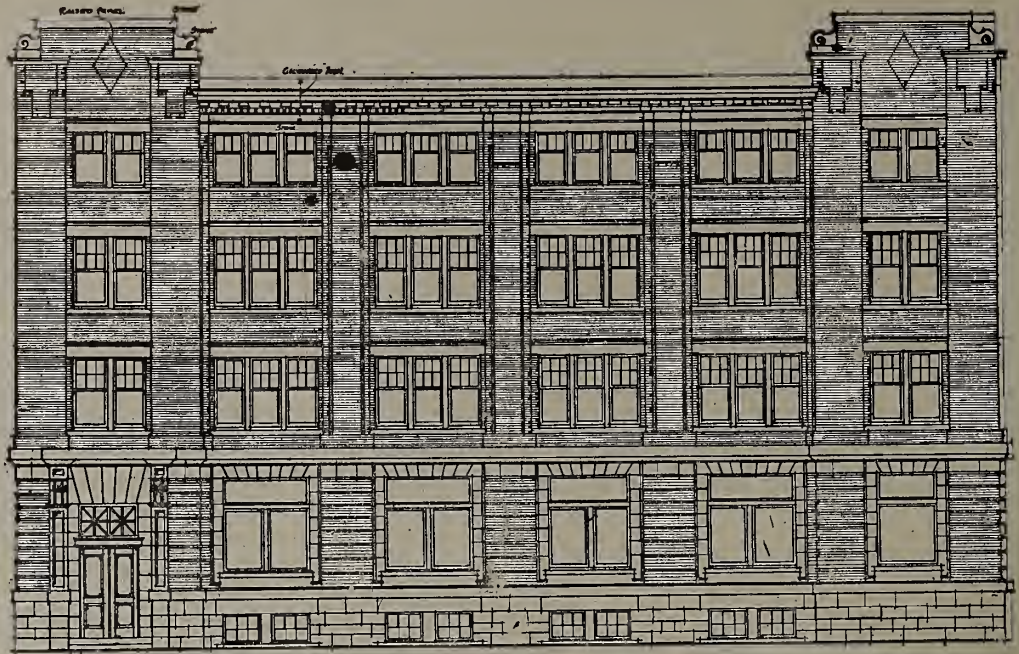
The official organ of the dentists.

I see. A sort of mouth organ, eh?

Dowagiac Drills & Seeders Are the Leaders

THESE MANY REASONS WHY MANY BUY THEM

ASK US NOW YOU SHOULD KNOW
DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH.



New Warehouse and Offices of the Ontario Wind Engine and Pump Co.



An Engine with a Reputation

BEGINNING MAY 1st, 1911, THE BIG FOUR "30" WILL BE SOLD THROUGH dealers exclusively. The thousands of good prospects now on our mailing list will be turned over to our local representatives, who will also greatly benefit by the wonderfully successful demand-creating advertising campaign which we have carried on for many years and which will be continued with even greater energy.

WE were the first and are to-day the largest builders of four-cylinder farm tractors in the world. THE BIG FOUR "30" won the Gold Medal and Grand Sweepstakes at the Winnipeg Agricultural Motor Competition in 1910. We have carried THE BIG FOUR "30" through the experimental stages, put it on a firm, permanent footing, and established its price, and are now prepared to offer a most desirable contract to reliable dealers.

Our sales policy has never been equalled either for liberality or directness. We back the engine with a guarantee that really gives the farmer an opportunity to make a thorough

field test to determine the engine's merit. We have always sold THE BIG FOUR "30" in just this way and will continue its sales along the same lines. This on-approval sales pol-

icy makes it easy for the dealer to sell THE BIG FOUR "30" without placing any additional responsibility upon him in the matter of collecting for the engine. After the dealer has made the sale, we take the responsibility of the engine's fulfilling the guarantees.

The consumer's price of THE BIG FOUR "30" will remain the same as in the past. Automatic machinery and a highly perfected working organization have now made possible what in earlier years of our enterprise would have been out of the question—to sell the engine at a fair price, allow a reasonable dealers' commission and still net us a profit.

Unquestionably the sale of THE BIG FOUR "30" would be profitable to you. If you wish a contract—write us TO-DAY—and we will be mighty glad to go thoroughly into the matter with you.



This Trade Mark on a Traction Engine is a Guarantee of Satisfaction or no Pay.

GAS TRACTION COMPANY

First and Largest Builders in the World of Four Cylinder Farm Tractors

Office and Showrooms : Market and Princess Streets

Winnipeg, Man.

Factory : ELMWOOD

General Offices and Factories : Minneapolis, Minn.

Design and Construction of Grain Separators

F. N. G. Kranich in American Thresherman.

Detailed consideration of machinery for threshing, separating and cleaning grains and seeds from straw, chaff and leaves is a problem that needs no small amount of consideration and study. Although the theory of threshing and cleaning is comparatively simple, yet of more than two score different machines, no two are exactly alike, while the ultimate aim and the desired results of all are practically the same.

While a great many improvements have been made during the past ten or fifteen years in design and construction, yet the same fundamental principles are being used in all these machines. All the inventions of recent years serve to lighten the burden of the farmer during the harvest time and in a measure perhaps also help the consumers as they materially reduce the cost of cereals

and grains by reducing the labor of getting them ready for the market.

The real object of threshing machines is to separate the grain from the straw, and this at first seems to be comparatively easy, while in practice it is a most difficult problem. To do this and do it in a short time in the fall of the year, necessitates a machine that, with all its attachments, is quite a heavy and complicated piece of machinery, the weight depending largely, of course, on its design and construction.

It is customary for the manufacturers and builders of these machines to call them by the name of "threshers," while the farmer, the owner, and operator prefer to call them "separators," and in all probability the latter name is preferable since separating is the real result looked for and desired. Since threshing in all machines is accomplished by the cylinder, which occupies only a small part of the machine, while the separating devices occupy from six to nine times as much space, if the machine had a good threshing arrangement and a poor separating device it would be condemned, while if it had no other means of

doing anything but separating, it would have accomplished its aim and result, so the name "separator" is perhaps more nearly correct and appropriate.

All separators are practically alike so far as the cylinder is concerned and all will perform the work with some degree of perfection. The cleaning process in most separators is accomplished in the same manner and by the aid of a blast from the fan, but the straw agitating devices, that is, the separating devices, are where the great difference in design and construction is apparent. Every manufacturer and builder of separators claims some superiority in design over all others. To accomplish the desired result with the least number of moving parts and by consuming the least amount of power is, perhaps, the ideal design and will in the end prolong the life of the separator and better serve its intended purpose.

Since a separator has a great deal of more or less complicated machinery arranged in a large structural body or frame, mounted on trucks, it is necessary that the frame be properly designed and built to stand the strains to which it is subjected by reason of the moving parts being located inside; consequently, the stronger the machine is framed the longer it will last, but, of course, this must be only consistent with weight, for if too heavy it will interfere with means for easy transportation and as it is often necessary to move the separator over very rough roads and through fields its weight must be carefully considered. Different localities demand different sized separators, due to the nature of the country with relation to the hills and also to the amount of work the machine has to do. Most builders change the

machines only in width, having the length and the moving parts the same, consequently, the strains on the framing of the machines are in both instances nearly the same. The timbers for framing a wood separator should be of thoroughly kiln dried hardwood, properly mortised and secured with joint bolts and rod bolts. Lag screws in framing timber should rarely be used, as they have very little holding power, particularly when used in end wood. The lining boards or siding if made of poplar (commonly called white wood) will outlast any other timber and are very nice to handle in construction or rebuilding when this becomes necessary. O. W. Holmes probably understood the value of this wood, for he says in the poem

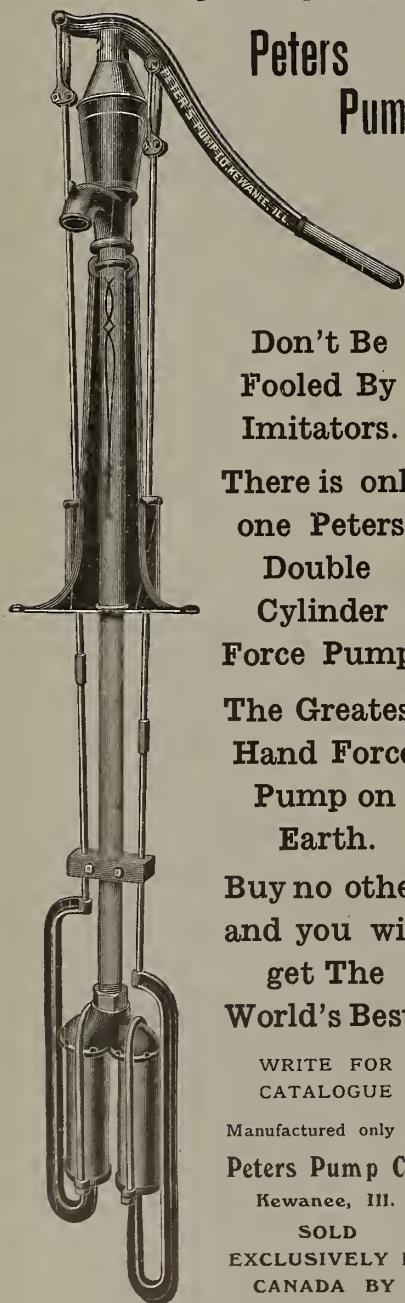
"The One-Hoss Shay":

"The panel of white wood that cuts like cheese,
But lasts like iron for things like these—"

Very often a purchaser of a separator decides after a year or two to add some attachment, perhaps a wind stacker, a swinging stacker, a feeder, weigher, or re-cleaner. All these parts add to the weight of the rig and consequently the frame is subjected to much additional stress which, of course, must be considered in the beginning. Some separators are built with steel framing and if properly built and cared for will no doubt outlast the wood machine by many years. Many separators are mounted on steel trucks and this makes a very suitable as well as durable way of arranging the machine. Not being mounted on springs, the unevenness of the road and field when moving from place to place is a direct jar and jolt on the trucks as well as on the framing timbers. Besides, there is a strain on the separator due to the load on the belt and when at work in the field coupled to the engine. This is particularly true

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Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

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when a one-cylinder gasoline engine is used which sometimes gives the separator a jerky motion corresponding with the engine speed, and due partly to the unevenness of the load caused by uneven feeding.

The spiked cylinder is about the same in all machines, excepting perhaps the difference in diameter, but the periphery speed at the points of the spikes or teeth is in all practically the same; consequently, the work done by the cylinder is about the same. Since the cylinder revolves at high speed, it is necessary that it be very carefully and substantially built, and all manufacturers take special pains to make the cylinders as nearly perfect as possible and as strong as consistent with weight. Ample shaft bearing must be provided as well as a good and convenient way of lubricating the same while in operation. Very often the manufacturer is blamed for faulty design of cylinder shaft bearings because of "hot boxes" when in reality the operator is at fault for not properly taking care of the machine and keeping the bearings lubricated. Many of the separators of to-day are designed

and built with self-aligning cylinder bearings and these in a measure eliminate the possibility of heating due to improper lining. This sort of bearing is very satisfactory and self-aligning bearings used throughout the separator make an ideal arrangement and lessen the danger of heating.

The separating devices in the machine, consisting of the moving parts such as racks, rakes, pickers, beaters, forks, conveyors, raddles, and pans and such other means as are commonly used to thoroughly agitate the straw and chaff and separate the grain therefrom, should be very substantially built to withstand the strain induced by the constant movement of these parts. To have all these movable parts as light as consistent with strength and wearing qualities makes an ideal separator. The wood parts subjected to the most wear from straw and grain should be covered with sheet steel to prevent them from wearing through too rapidly. When it is possible in the design to arrange a method of balancing one of these oscillating parts against another, much power will be saved as well as lengthening the life of that part

and also the machine as a whole. It also causes the machine to stand steadier instead of swaying back and forth with every movement of the reciprocating parts. Most machines have the chaffer or conveyor balanced against the shoe or the straw racks and this is a very good arrangement and makes a smooth and steady running separator. Very often a separator will seem to be poorly balanced on turning the various shafts and pulleys by hand when the machine is empty, but when in the field and actually at work at threshing and separating, with the moving parts carrying their loads of straw and grain, all parts will be found to balance almost perfectly and this of course was the aim of the designer and builder. To have the least number of moving parts consistent with good separation is the aim of the designer and builder of separators. This also will help to reduce the number of shafts, bearings, pulleys and belts; consequently, the machine will not need so much attention in the field and will, on the whole, be more simple and satisfactory to the purchaser.

All boxes and bearings for

shafts should be provided with oil wells with covers, or with grease cups for hard oil. The former method is perhaps preferable since the bearings can be better lubricated in this manner. Cotton waste or wool soaked in these oil wells serves to keep grit and dirt from getting at the journals and also retains the oil and keeps the bearings well lubricated without any unnecessary waste. Shafts which have heavy driving to do should run in babbitted bearings.

The ease with which parts can be removed from the separator is another item worthy of mention. Very much time can be saved if the sieves can be easily put in or removed from the shoe; this is particularly essential in the localities where a variety of work is to be done and it is much appreciated by the purchaser and thresherman.

The pulleys of a separator should be as large as is practical to have them, because a large pulley offers more surface to the belt for frictional contact and it also gives more leverage over the shaft on which the pulley is located. Small pulleys should be covered

Dull Plowshares

Your customers know it and so do their horses and engines, but the task of taking them off for the purpose of sharpening them and putting them on again is a tedious and time-wasting one if they do it the old way. If plowshares are equipped with

Parks-Coughlin Plowshare Fasteners

the job is an easy one and the time required to remove from five to ten or twelve shares so small as to be scarcely worth consideration. Every traction plowman knows that his success depends largely on his ability to keep going and anything that will save time must, therefore, be a money maker for him.

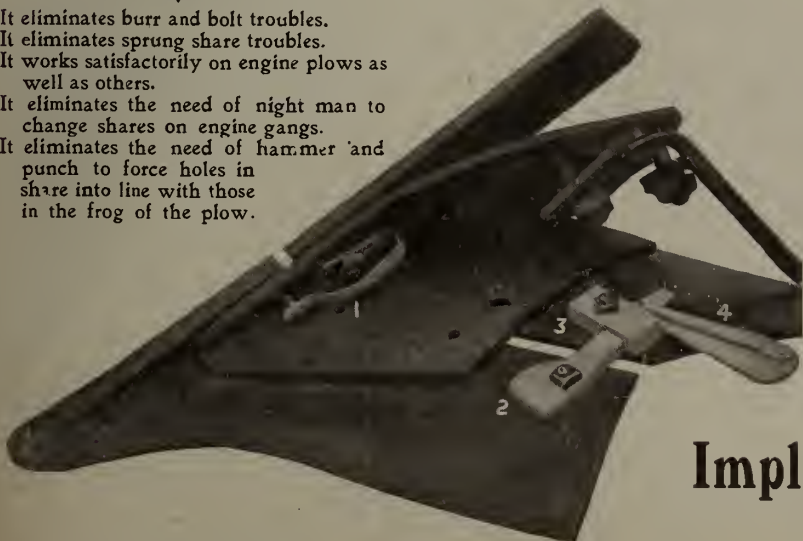
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SAVES MONEY
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The Most Talked of Agricultural Device in Western Canada

EVERY PLOWMAN NEEDS IT !

BECAUSE

- It eliminates burr and bolt troubles.
- It eliminates sprung share troubles.
- It works satisfactorily on engine plows as well as others.
- It eliminates the need of night man to change shares on engine gangs.
- It eliminates the need of hammer and punch to force holes in share into line with those in the frog of the plow.



1. Spring Bolt
2. Coupler
3. Lock Box
4. Wedge Key

It has stood every test.

It holds the share on with an iron grip, in spite of gumbo, rocks or stumps, and yet permits it to be removed so easily that your boy can do it.

Change Shares in forty seconds.

Simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share into position, insert the wedge key, secure the spring bolt, and drive the wedge key in with your wrench.

It Fits the Plow.

The fastener is easily attached and need not be removed until the plow is worn out. The value of time and bolts saved, not to speak of shares and the better grade of work done by changing shares often, will more than pay for a set, in a year. One set lasts a lifetime.

WRITE US TO-DAY.

Implement Specialties Corporation, Ltd.

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with leather or other mediums to give a better hold to the belt. Too little care is given to this problem of belts, pulleys and driving mechanisms which govern the speed at which the various parts of the separator are run. Separators are designed and built by men who have experimented many seasons and watched closely many machines each year, so that the speed of the various parts, as recommended by the builder, is in every instance very nearly correct. To keep the speed of each of the various parts up to where it should be, means that all belts must be in first-class order and just tight enough to transmit the power necessary to run that part. No separator will do good work if the various parts are running below or above their normal speed, or, if the pulley on the engine is not in proportion to the one on the cylinder and causes the machine to run too fast, which is just as bad as running too slow.

Many separators have tightener pulleys on the belts which have heavy driving to do and this is a

very satisfactory manner of taking up the slack due to the stretch and particularly when the belting is new. This can usually be done while the machine is in operation, consequently, no time is lost while at work in the field.

Delays and stoppages during the threshing season are usually very expensive to the thresherman and owner of the rig, since the entire crew must sit around and wait until the damage is repaired. Perhaps nine cases out of every ten could have been avoided had the separator tender looked more carefully after his machine. Of course, the manufacturer gets his share of blame in a case like this, but if the source of the trouble is sifted to the bottom the separator man is nearly always at fault, due mostly to negligence on his part. No separator has been or ever will be designed and built that is absolutely indestructible through carelessness, so that to get the most out of a machine of this kind much care and attention is necessary.

State Insurance

Chancellor Lloyd George has introduced in the Imperial House of Commons the most remarkable scheme of social reform ever attempted for the benefit of the great working class. State insurance against sickness and unemployment is what the bill aims at, and it is divided into compulsory and voluntary sections. It may well be imagined that Lloyd George has become the idol of the British workman.

Briefly summarized, the details of this scheme are as follows:

All workpeople earning less than \$800 a year have to be insured against sickness, and people in business for themselves whose income does not exceed \$800 may voluntarily insure themselves under the state scheme.

Premiums to be paid weekly are 8c. from employees (women 6c.), 6c. from employers, and 4c. by the state.

In time of sickness every person insured will receive free medi-

cal attendance and \$2.40 per week for three months, and \$1.25 for a further three months. Disabled workmen will receive \$1.25 per week.

Maternity grants of \$7.20 will be made.

\$7,500,000 is to be devoted by the government to building sanatoria for consumptives.

Insurance benefits will be paid by the state through the friendly societies to their members and by county health committees to non-society members.

The total number insurable under the scheme is reckoned to be 14,700,000, and the total expenditure by the state will eventually amount to \$100,000,000 a year.

There will be unemployment insurance limited to the building and shipbuilding trades, covering at present 2,400,000 workmen. To this fund employers and employed will each have to contribute 5c. per week, and benefit will be paid at the rate of \$1.68 per week, with a maximum of fifteen weeks. Trade Unions paying unemployment benefit will dispense the State unemployment pay to their members.

In reckoning the above figures, the greater purchasing power of money in Great Britain must be allowed for, rent and necessities being in proportion to above allowances.

Express Co.' Profits.

At the express rate hearing recently held before the Minnesota State Railroad and Warehouse Commission it developed that the Wells-Fargo Express Co. started with \$5,000,000 stock, increased it to \$24,000,000, paid 10 per cent dividends annually for sixteen years, declared a 310 per cent dividend last year, and then had \$3,600,000 cash surplus.

The Wells-Fargo Co. admitted that the original capitalization was \$5,000,000, at the time of the amalgamation with the western concerns. At that time a bonus of \$3,000,000 in stock was issued to the Southern Pacific Railroad Co. for consenting to the contract for handling express parcels.

For sixteen years dividends of 10 per cent. annually were paid on \$8,000,000. In 1909, with an enormous surplus in the company's treasury, a dividend of 310 per cent was declared.

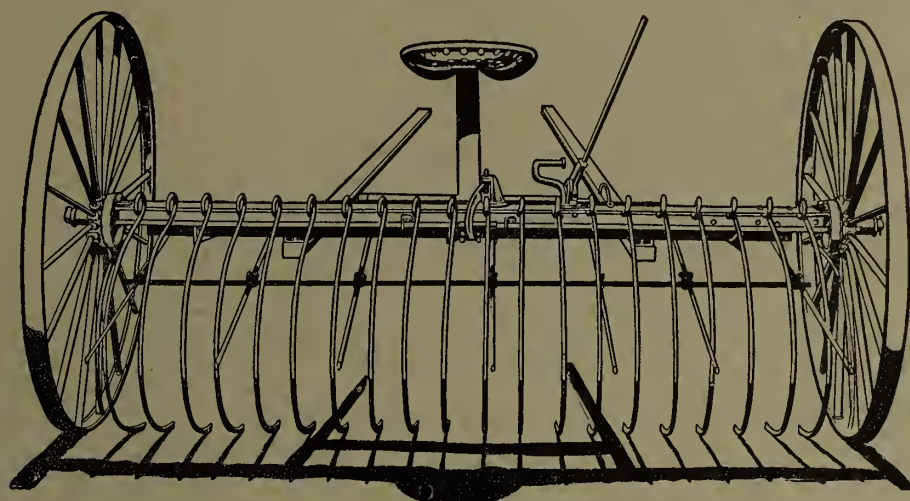
Referring to the continued growth of Western Canada, Sir Edmund Walker, President of the Canadian Bank of Commerce, remarks: "For the past ten years we have never done anything but underestimate this country. Experience has shown that we have underestimated it. Buildings erected ten years ago are totally inadequate. What occurred at Winnipeg has been repeated at other Western points."



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**FOURTH ANNUAL OCCASION OF THE
AGRICULTURAL MOTOR COMPETITION**

**THE SHOW THAT MAKES
THE WHOLE WORLD WONDER**



HAYING MACHINES

Maud Muller raking the hay is all right—in the poem. But out and away from the poem we remember that hay making used to be slow, hot, tiresome toil. Then farmers did not know that by shredding and feeding their corn stalks, and baling and selling their hay they could put large profits into their pockets.

Just here is where the dealer should be interested. We are co-operating with colleges and experiment stations in spreading this big, profitable truth. The more dollars farmers get out of hay, the more haying machines dealers will sell.

Farmers who learn, ask for the best machines. They will be satisfied with none other. Aside from the fact that large sums of money and unceasing labor have gone into the perfection of IHC haying machines, we are all the time striving to bring to our dealers educated customers. Can a dealer have a greater asset than customers who know?

The strong point in favor of the IHC line of harvesting, haying, and corn machines, twine, threshers, cream separators, gasoline engines and tractors, manure spreaders, wagons and motor vehicles, and tillage implements—the strong point, we repeat, lies in the fact that not only does the line include most of the modern machines used on farms, but each separate line is complete in itself. That is, each line is built in sizes and styles to meet the requirements of the various kinds of farms.

Take the IHC line of haying machines as an illustration. Here we have various types of mowers, tedders, hay rakes, hay loaders, hay stackers, and hay presses. These machines save a lot of time and work, and prepare the hay for top prices.

The dealer who sells a complete line of the best machines builds a high grade, permanent patronage. And the dealer who has back of him a system that ever is bringing customers to his door, is associated with a company which believes that before it can succeed he must succeed.

If you are not fully acquainted with the IHC line, and its success-making system, seek information from the nearest general agent, or from one of our blockmen, or dispatch a postal card to the Chicago office.

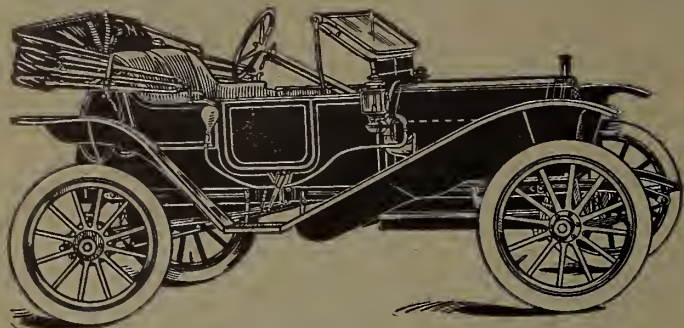
Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

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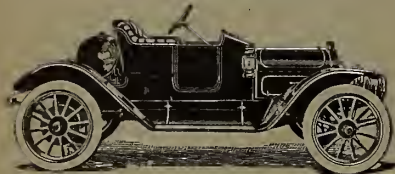


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Full equipment means fore-doors, standard top, zigzag windshield, mirror lens headlights, gas generator, 3 oil lamps, horn, tools, full repair kit.

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Reo Torpedo

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Hail Insurance

Many who read this will remember what a muddle Hail Insurance was in in Western Canada eleven years ago. How certain Companies had secured patronage on promises that were never fulfilled, how insurers were sued for their premiums when they could not get a dollar of indemnity for loss, and how the Provincial and Territorial Governments were obliged to take action to straighten out the tangle.

So keen and general was the distrust of Company Hail Insurance when our plan was first introduced in 1900 that we found it most difficult to convince anyone that we had something based on sound business principles and which could be relied upon to do what we claimed for it. But we had the courage of our convictions, and under the closest scrutiny and most severe criticism, by actual demonstrations of its merits we gradually won for our plan and the manner in which we administered it, the confidence of all classes in any way concerned with Hail Insurance, with the result that when the Government system of Hail Insurance was abolished in Saskatchewan two years ago our plan was the first to receive permission to transact business in that Province, and in 1910 there was more business written on this plan than on all others combined.

Anything that could win out against such odds must have the qualities people look for in good insurance, and those who know the history of Hail Insurance in Western Canada and what our plan has done to put it on a sound business basis are our staunch friends, yet

"Fools rush in where Angels fear to tread"

and certain competitors from outside with little or no experience in Hail Insurance business, having no knowledge whatever of conditions in Western Canada, undertake to point out the weaknesses of our system and extol the merits of what they have to offer. They may win a place after a while if they make good, but in the meantime the majority of those who give thought to these matters will decide that what has been tried and proved to be all right is what they want.

Full information will be furnished on application to any local agent, or:

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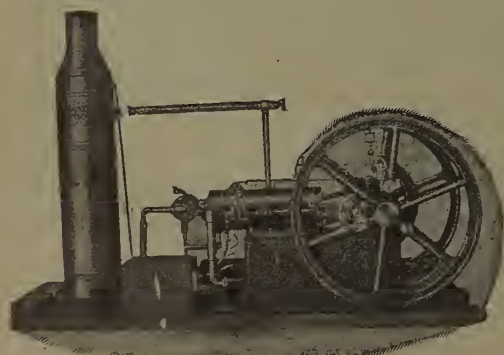
Goold, Shapley & Muir Machinery is the result of an exhaustive study of the needs of Western Canada and we feel confident that our goods will give satisfaction both to dealer and consumer.



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Made in 5 sizes

None To Equal "IDEAL"

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The demand for these celebrated Engines proves how excellent is the construction, combining Simplicity, Durability and Economy. All sizes from 1½ to 50 horse power. Ideal Tractor, two sizes, 20 and 30 horse power.

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VOL. VII., No. 7

WINNIPEG, CANADA, JULY 1911.

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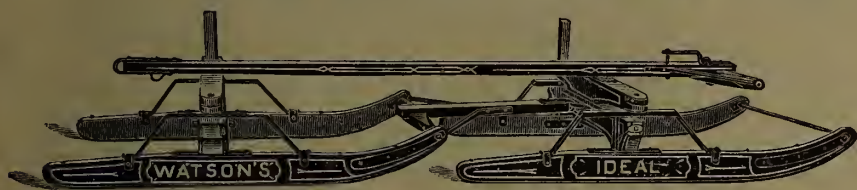
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LIGHT RUNNING:—Runners are shaped so that the point of contact is directly under bench. They will ride on top of road. No skidding.

Equipped with patent trussed bench—will not sag or break.

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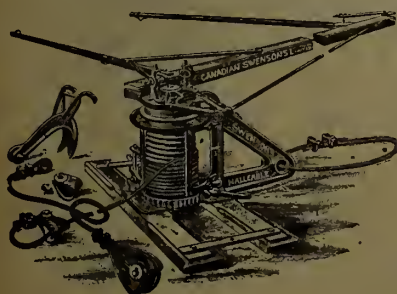
Made in all sizes, steel or cast shoeing. Watson's Sleighs are made of first class material throughout and are heavily ironed.

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Shipments made from Factory: Winnipeg, Brandon, Saskatoon, Regina and Calgary.

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This is the Celebrated Swensons' Malleable Stump, Tree and Bush Puller.

Made in five different sizes, and for all purposes

Now Mr. DEALER, are you aware of the fact that you lose a very profitable business if you do not secure the Agency on this Machine? We have special apparatus for the Northwest Trade, such as scrub and burnt-over willows and poplars, either cut or standing. Positively it is the only Machine that will do the work. If you allow your competitor to get this Agency you have only yourself to blame.

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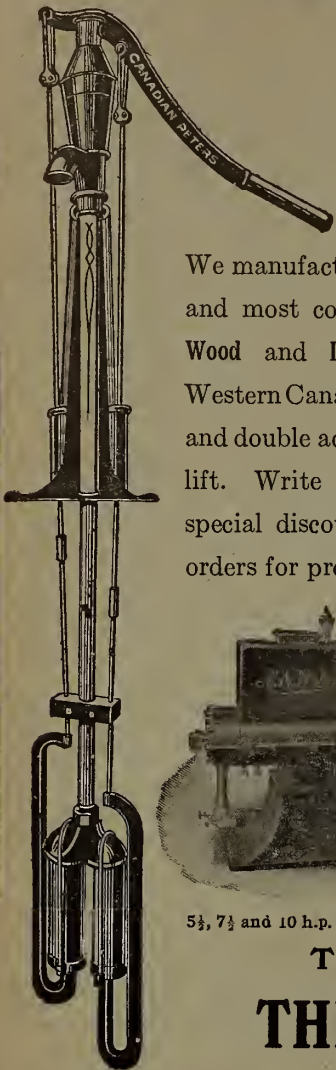
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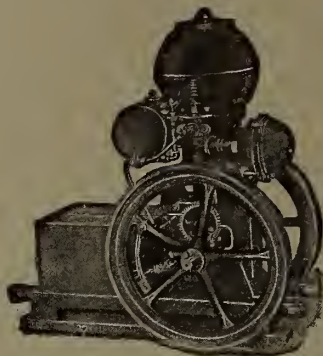
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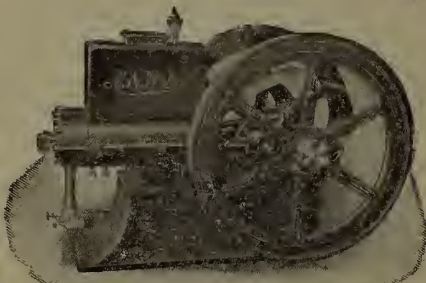


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on wheels.

Nothing like them

Work like a charm

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King and James Sts.

Winnipeg, Man.

Always have held first place

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They meet every
requirement.

GRAIN DRILLS

Implement Dealers, Get This Straight

If you want to do big business now and in the future, Sell

Sawyer-Massey Plowing, Threshing, and Road Making Machinery

You already know that the Farmers and Threshermen of Canada are careful buyers.

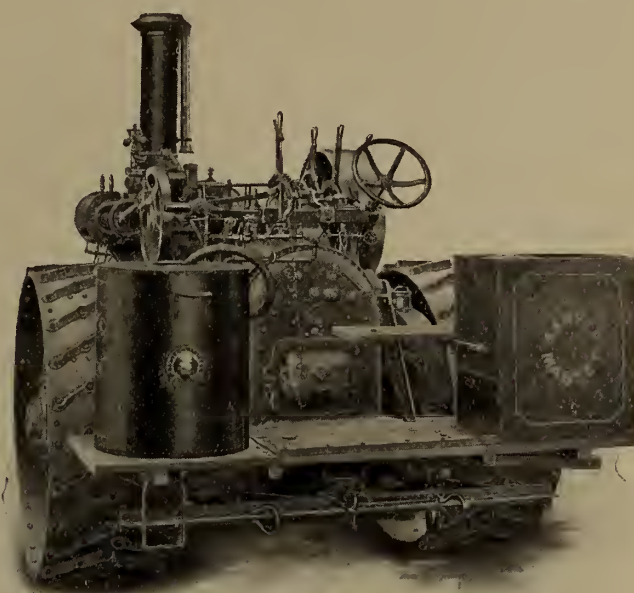
It's the quality and results obtained from SAWYER-MASSEY goods and the keenness of Canadian Machine buyers to recognise this fact that is causing the immense demand for our line of Machines, which our splendid factory and shipping arrangements enable us to handle in an absolutely satisfactory manner.



STEAM ENGINES:

Single Cylinders in 22 and 25 Horse Power.

Compound Cylinders in 27, 30 and 32 Horse Power.



"OHIO" GAS TRACTORS:

In 20, 30, 45 and 70 Brake Horse Power.

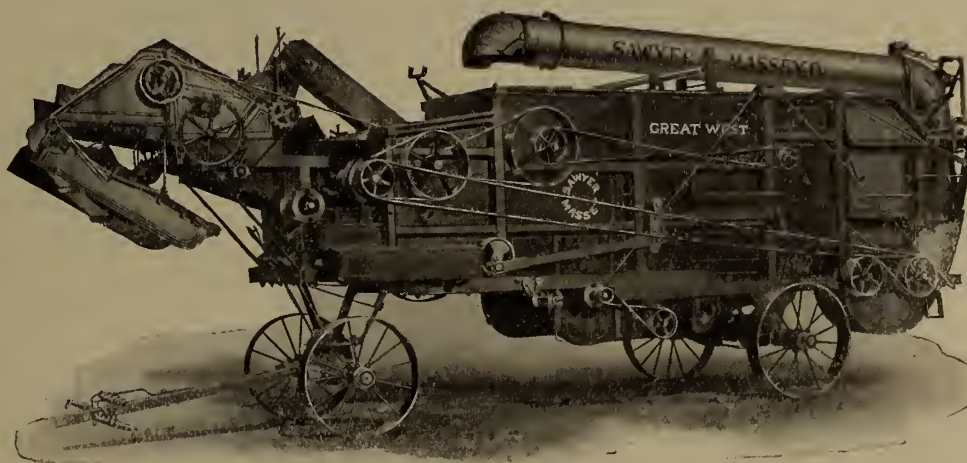
"BRITISH COLONIAL" or "MARSHALL GAS TRACTORS":

In 35 and 70 Brake Horse Power.



ECLIPSE SEPARATORS:

For Horse Power, specially suited for farmers' own use and may be run with a 10 to 12 horse power gasoline engine.



DAISY SEPARATORS:

For Steam Power, in two sizes, also specially adapted for gasoline power.

GREAT WEST SEPARATORS: For Steam Power, in seven different sizes.

ROAD MAKING MACHINERY: SAWYER-MASSEY reversible ROAD GRADERS and small two horse Junior Grader and Leveler.

ROOTING AND GRADING PLOWS.

COMPLETE ROCK CRUSHING OUTFITS.

SWEEP POWER AND TREAD POWER.

Take advantage of these opportunities to get in right and handle the big line with the big future. Big business for live agents; better get a contract.

Write for particulars—costs you nothing and will certainly lead to something, or see us at your Fair, whether at Winnipeg, July 12th to 22nd; Brandon, July 24th to 29th; Regina, August 1st to August 12th; Calgary, June 30th to July 7th; Saskatoon, June 30th to July 4th.

Sawyer-Massey Company, Ltd.

WINNIPEG, MANITOBA.

This Binder is the Best Sales

If you sell the Frost & Wood Binder, you offer a steady-cutting machine that will cover a greater acreage in a day's work than is covered by the average binder. This is a very important point. Its economy is multiplied many times to your customer, and for this reason: it cuts down the total wages of harvest hands by shortening the time they are employed. By additional speed of cutting, the Frost & Wood can pay for itself in a season or two by saving its cost in extra wages.

By selling the Frost & Wood Binder, as a Cockshutt agent, you get this great selling advantage with the machine.

Another point that comes up as a second effect of fast cutting is the grain saving it effects in large acreage. With a slow-cutting binder, the grain in the centre of the field has time to get over-ripe before the binder reaches it. It then shells very easily. Shelled grain is lost money for your customer.

You probably know the reasons for the fast work of the Frost & Wood. The aligned roller bearings, the quick-tilting lever, the wide range of reel adjustment, and the eccentric knotters sprocket all combine to save power or permit rapid cutting. The eccentric sprocket uses extra length spokes as levers in making the tie. This design does not draw extra power directly from the team, but evens it up. As a consequence the machine cuts at a steady speed, instead of slowing at each sheaf.

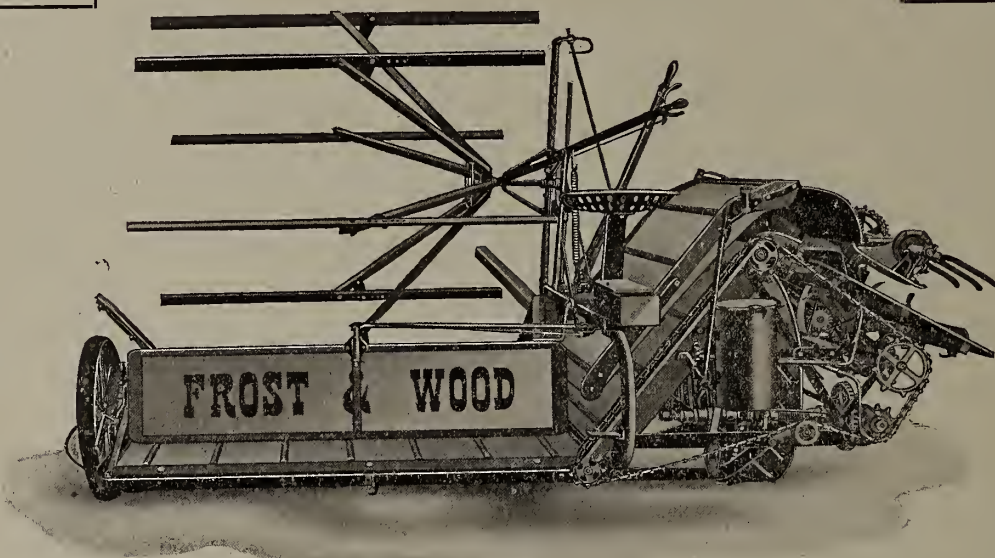
The Frost & Wood Binder is full of talking points, and is one of the most profitable economies a farmer can adopt for its particular stage of the harvesting process. You get the benefit in sales.

Builder Local Dealers Can Offer. Sell It!

As a dealer, your business is a reflection of the quality of your goods.

Your sales will grow as your lines give your local buyers satisfaction.

One of your best opportunities to build sales on the right basis lies in the Frost & Wood Binder.



THE FROST & WOOD BINDER

This machine is well-nigh perfect for Prairie harvesting conditions. It covers the ground. It saves the grain. It can be depended on to do the work and do it right.

It will last for many years.

It is one of the best sales-builders you can offer, because of the quality and economy of its work.

If you are not a Cockshutt Dealer, you should become one. The matter in the columns at either side shows some of the reasons why the Frost & Wood is good from the dealer's point of view. It shows too, a side light on the quality of all the lines you will be able to offer as a Cockshutt dealer. These lines are so selected that there is a selling season on for them during the entire year. It pays to be a Cockshutt Dealer.

Another aspect of the Frost & Wood is its grain-saving features. A fast-cutting machine may thresh out more money in lost grain than it saves by speedy work. The Frost and Wood design is as much a gentle grain handler as it is a fast cutter. This is another selling advantage you obtain as Cockshutt agent.

Threshing is usually caused by defective elevator design, or defective deck design, which allows the packers to disturb the straw without bringing it to the knotters.

In the Frost & Wood the straw, light or heavy, is clamped firmly between the two canvases. It cannot roll back and thresh. The upper elevator canvas projects over the deck, and starts the straw down to the packers.

The positive action of the third packer draws the straw to the sheaf, where it is compressed into a compact bundle.

The guards are set so as to cut the stubble close to the ground, saving the

short heads and picking up lodged grain.

These crop saving features of the Frost & Wood add their economies to the economies of fast cutting. You have an excellent machine to place as a dealer.

Other features of great importance are fully described in the Catalogue.

If you have not a supply for distribution, write for them immediately.

It pays to be a Cockshutt Dealer.

Cockshutt Plow Co. Limited.

Winnipeg

Regina

Saskatoon

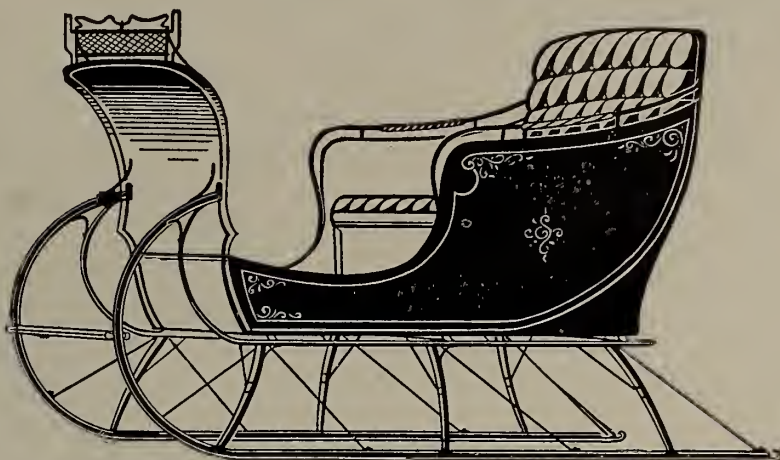
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BRANTFORD CUTTERS

THE BEST ON EARTH.

Quality and Finish
Unexcelled.
Comfort and Style
a Feature



Second Growth Hickory
Beams and Knees
Rock Elm Runners
xxx Shafts

No. 32 Comfort with Screen.

You can conscientiously recommend these Cutters to your most exacting customers. They are made by the Brantford Carriage Co., Ltd., for whom we act as Sole Agents. Back of the Brantford name is incorporated the experience of the greatest brains in Cutter building, and the most advanced methods of manufacture.

Brantford Cutters are in evidence everywhere—they occupy what is conceded to be first position on the Canadian Roads. Unless **YOU** handle them you are curtailing your profits.

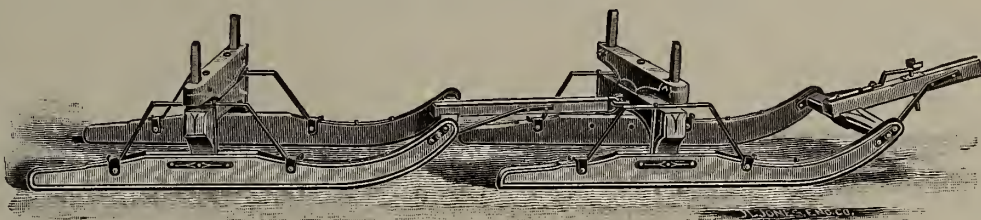
See the Cutters in our Sample Room when attending the Fair. Place your order for the coming season at the earliest possible date. The opportune time is **NOW**.

ADAMS' SLEIGHS

FARM SLEIGH.

In this Single Bunk Sleigh, built for farm work, quality of material is rigidly maintained.

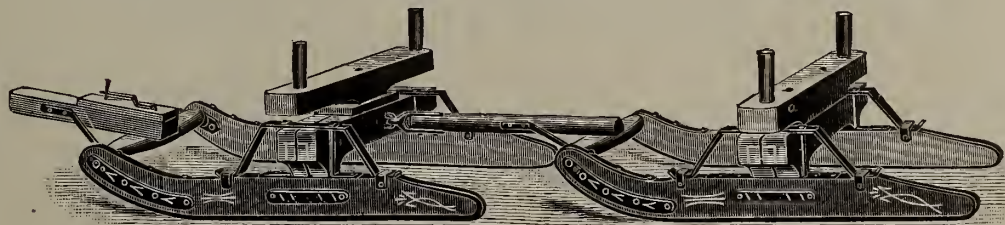
Farmers know that money invested in the Adams' Sleigh buys the best value obtainable anywhere. They are of uni-



6in. Camelback Oak Runner. Reinforced Front Bench.

HEAVY TEAMING SLEIGH.

The Double Bunk Sleigh, the **PERFECT** Sleigh for heavy teaming. Strong and sturdy, built on the principle "when you do things do them well." With ordinary care such a sleigh will last a



form quality, year in, year out, and no amount of effort could produce a better sleigh.

They are on display in our Sample Room. Call and see them when visiting the Fair. Place your orders soon.

lifetime. Selling it means making friends—and re-orders come easy.

Can be seen in our Sample Room. Make sure of prompt delivery and place your orders **NOW**.

Camel Back Oak Runners.

8in. Double Benches.

3 heavy stark pins in each runner.

An Adams' Sleigh is the cheapest Sleigh on earth if its value is computed by Miles of Travel and years of service.

Cockshutt Plow Co. Limited.

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Cockshutt Specialties

"Plow the Prairie."

Seed the Fields

Pulverize the Soil

Exterminate the Weeds

Cut the Hay

Harvest the Grain

Haul it to Market

WE carry a full line of the most practical, tried out, get results, machines and vehicles on the market. The best balanced, all the year sales line. Every machine a leader in its class. The kind that increases the prosperity of the user and makes satisfied customers. This means increased sales and a steady permanent trade. Be a Cockshutt Dealer.

When in Winnipeg examine some of our special lines of Potato Machinery, Sprayers, Manure Spreaders, Hay Presses, Strawcutters, Wheel and Drag Road Scrapers, Teaming Gears, Lorries, etc. etc. We carry the best in these lines.

We would call your attention particularly to the Frost & Wood Climax Cultivator, the weed extermiator. This is the time of the year to kill weeds on Summer Fallow and if you have not yet received any of these Machines, now is a good time to get them introduced. It will mean increased sales next year. Call and see them.

Come to the Winnipeg Fair

And make your Headquarters

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We will not have an exhibit on the grounds but will have a complete assortment of samples in our Show rooms for your inspection.

We Cordially Invite Visitors to our Warehouse during Winnipeg Industrial Exhibition week. Make Cockshutt's your Headquarters and have us Take Care of your Parcels and Mail. We will be glad to see you.

Our Traction Plows will be represented at the Motor Trials where they will give a practical demonstration of the quality of their work.

COCKSHUTT PLOW COMPANY LIMITED WINNIPEG

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CANADIAN FARM IMPLEMENTS

Vol. VII., No. 7

WINNIPEG, CANADA, JULY, 1911.

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Per Copy, 10c.

Benefits of Good Roads

By A. McGillivray, Manitoba Roads Commissioner.

It may be truthfully said that after the preservation of the productiveness of the soil there is nothing that will materially aid a farming population more than the creation and maintenance of good roads. What the telegraph is to general business interests and the railroad to commerce, that the country highway is to agricultural interests. Good roads bring the farm nearer the market and cities and towns nearer the country, for these distances are not measured by miles alone but by the ease and time with which they may be overcome.

Roads have existed since the dawn of the world, ever since the coming of man. The foot-path has become the trail, the trail has become the road, and the road in time has become the great highway. It might be interesting to stop here and think just how little the Indian imagined, as he followed his way along the bank of the Red River in our own province, that he was marking the route of what was destined to be a magnificent highway of a metropolitan city, such as Main street, in Winnipeg, and how equally interesting it must be for one to look back and review the development and progress of a young country that has necessitated such immense changes to meet the exacting demands of growing commerce and trade.

THREE IMPORTANT THINGS.

Lord Bacon has said: "There be three things that make a nation great and prosperous: a fertile soil, busy work shops and an easy conveyance for man and goods from place to place." Nature has been kind indeed to Manitoba in the first of these requirements. Man has built the work shops and they are fortunately at the present time busy. As to the third requirement this province has its net work of railways, with ample accommodation for carrying the passengers and goods offered them. In fact, there is but very little further to be desired in this important part of the transportation facilities of our province, but so much cannot be said of that most important, and, of necessity, most extensively

used, mode of travel, the country road.

To be sure, there are wagons, carriages, automobiles, etc., manufactured in the latest and most up-to date fashion, with every attention given in their design to the accommodation and comfort of their users, hauled by animal draught or propelled by mechanical contrivances. But what of the road, the complement of these vehicles? For it seems impossible to separate the functions of the one from those of the other. It must surely be admitted that a great deal has yet to be accomplished to bring up the standard of the highways to compare equally with the standard of the vehicles used upon them.

This inequality is certainly the cause of a great deal of inconvenience and discomfort to the travelling public.

Waste of time and loss of money in wear and tear on vehicles, harness, etc., not only results, but there is a material shortening of the life of serviceableness of the horse that must pull the loads over poor, unkept roads, even if these loads be carried in the most modern vehicles procurable.

MOTORISTS ASSIST MATERIALLY.

Those who are of a more skeptical turn of mind may imagine that the increased interest that has been taken in this question in the past decade has been brought about solely by those interested in the construction and operation of automobiles. No doubt automobile interests have taken an active part in intensifying the feeling that is at the present time abroad anent the necessity for the improvement of the roads, and it must be admitted that in so doing they have rendered a service to the general public in the part they have been taking in manifesting the importance of good roads to the requirements and welfare of any country, whether their sentiments are actuated by selfish motives or not.

The need for good roads existed ages before the automobile was ever thought of, although for some time previous to their advent a proper consideration of their importance seems to have

been overlooked in many places. This awakening has been instrumental in engaging some of the brightest minds of all countries in an endeavor to solve the many intricate questions involved, resulting in the acquisition of much valuable knowledge and information which has led to the adoption of more efficient and more economical methods of construction and maintenance.

Good roads associations have also been formed, and through the intervention of their members men from different parts have been brought together to exchange ideas and relate experience gained in their respective districts which has aided materially in disseminating information and formulating plans for conducting the work more advantageously in particular sections of the country.

PUBLIC BALKS AT EXPENSE.

In this question of good roads, the general public are mostly interested in appreciable results and the expense in connection with securing these, and it may be truthfully stated that in general they are not to be secured without the expenditure of large sums of money. While the cost is, no doubt, a great obstacle in the way of obtaining good roads, it may be safely said that if the taxpayers had good roads, upon which to travel, the regard for cost would decrease within reasonable limits. The securing of these roads means first the willingness of a people to pay for their construction and maintenance, and secondly, a judicious expenditure of such money along the lines of the most approved methods obtainable.

In regard to the first, as fair and equitable a distribution as possible of the cost should be made in proportion to the amount of benefit received, and in respect to roads leading to or adjacent to cities and towns, there does not appear to be any reason why such places should not contribute to them, because cities and towns are no doubt benefited by having good roads leading to them. The merchant is benefitted by the increased trade which will surely

follow their coming, and the urban population as a whole will receive their share by having the privilege of using them either for business or pleasure.

JUDICIOUS EXPENDITURE.

The judicious expenditure of road money involves, first, a thorough knowledge of the basic principles underlying good construction, along with the executive ability to put such knowledge into practice, and secondly, a full understanding of the character of the road to suit the demands of traffic upon it. Upon municipal authorities there devolves the duty of placing their roadwork in charge of competent men, that as much unnecessary expense as possible may be eliminated and the best results for money and energy procured. The construction of roads in this province is a large undertaking and the very best men available in the country should be secured and given charge of it.

Drainage is the first requirement of all good roads—in fact without this it is impossible to keep them in a serviceable condition. The drainage may be said to be of two kinds. The first provides for the removal of the water from the foundation of the road, a thorough removal of which is of the utmost importance and essential to the life of the road; and the second provides for the speedy removal of water falling on the surface.

The construction of drains will depend upon the nature and condition of the surroundings, but the object should be to get rid of the water as soon as possible by drains to the proper outlets and sufficiently large to adequately carry off the water that may be collected in them during the freshets or wet seasons.

The drainage of the roadway surface depends upon the preservation of the cross section with regular and uninterrupted fall to side ditches without hollows or ruts, which serve as receptacles to hold the water until it is absorbed by the road to the injury of both surface and foundation. There is scarcely a man to be found in the country

who does not know that it is absolutely necessary to drain the water off a road before it can be kept fit to travel upon, yet there are large sums of money spent in this work where this fact is totally disregarded.

The time has arrived in this province when a scheme of systematic road improvements should be undertaken. There are certain roads which owing to their particular location have attracted a large amount of traffic upon them and which demand a more durable surface than can be obtained from the earth soil along them while by far the larger mileage of roads will have of necessity to be maintained as earth roads for some time yet, the more important and leading ones should be provided with a harder and more durable surface material.

With the advent of the automobile there are new conditions arising which will no doubt have to be considered in constructing highways in the future. While in this country it would be impossible at the present time to construct our roads to meet all requirements for this class of traffic, yet it would be an unwise policy to entirely disregard these when making plans for future construction. The development of this motive power has increased to such an enormous extent in the last few years without any apparent sign of abatement, that there is no doubt this country will, before many years, be face to face with the same problems that are confronting the peoples of other countries in providing roads suitable for this class of traffic as well as the ordinary horse draught.

Gravel as a road material should meet the requirements of this province for some time to come. The cost of the construction of this type should not be in any way prohibitive at the present and their construction will be finally justified by the benefits

derived from them, and when the time for still better roads comes, they can be replaced by more modern types of wearing surfaces without throwing away valuable material if the necessary precautions are taken in their proper construction at the outset.

PERMANENT CULVERTS NECESSARY.

Much as improved roads are needed, permanent culverts are equally needful. The function that they perform in the road—that of carrying the water across it and assisting in its drainage—would show that they are almost always placed in the lowest and wettest portion along the line of right of way, and thereby at points that will require special care and attention. It is not necessary that all roads should be gravelled, macadamized, or otherwise improved to such a high standard, but it is necessary, if a road is to be made passable at all, that good strong culverts should be erected upon them.

The culverts on any back lane will rust out, rot out, or be washed out, as fast as the one on the heavy travelled roads. It is not the travel in most instances that destroys these structures but the elements. Therefore a good permanent culvert is as much in place in an earth road as it is in the best class of paved boulevard. The best class of road material or pavement will require repairing or renewing, but it is possible to build these small structures in such a manner as to eliminate maintenance cost and make them everlasting, so that it is a short-sighted policy to use any other material than that recognized to be the most permanent.

Wood as a material for culverts is not at all satisfactory. In being subjected to the alternate actions of the elements, it soon rots, weakens and falls to pieces. Concrete, either plain or reinforced with steel, is the most suitable material for them, and if

care be taken in their erection they should last for all time. In putting in culverts with the view to permanency it is of the utmost importance to consider the amount of water that has to be carried, and its capacity should be made adequate for the existing flow or for any additional flow that may have to be provided for from the future drainage arrangements.

BEST CULVERT MATERIALS.

In many places concrete pipes from 12 to 24 inches in diameter will be all that is required, and these should be protected by head walls of stone or concrete to prevent the water from escaping along the outside of the pipes and damaging the road grade. If a larger area is required, box culverts of any size and dimensions may be constructed to suit the location, and their top should be at least from 12 to 18 inches below the surface of the road to protect them from the effects of the traffic. If the area required is of such an extent that the width of the box will have to be over twelve feet, then the structure may be styled a bridge, and in all probability will require some special design to suit the existing conditions.

Earth or other road material should never be heaped up over a culvert higher than the surrounding level of the road surface, nor should there be a depression left there. These two mistakes are commonly made and are very annoying to the traveling public.

Road officials need not fear being criticised and should not hesitate to use municipal funds for building permanent culverts, and if they undertook at the present time to replace all the old ones as they were worn out, and to construct all the new ones of concrete or masonry, it would be a very short time indeed when every culvert in the province would be permanent. The fu-

ture generation might possibly have to help pay for some, but it would not be necessary for them to build any, except in cases of opening up new roads.

PROPER MAINTENANCE IMPORTANT.

The maintenance of a road is just as important as its construction, and no scheme of road improvement is complete without proper provision being made for this important part of the work. The cost of maintenance will be a large factor in determining the style and character of a road to be built to suit certain localities and certain traffic conditions. When the cost of keeping an earthroad in a serviceable condition exceeds a certain amount each year, it may be found more economical to build thereon a gravel road, and in the same way when the maintenance cost of this latter class becomes excessive it will have to give way to a more durable type, such as macadam or the other forms of pavements.

It might appear to some that the right policy would be to put down the best road at first, but when it is considered that the initial cost of such a road may be far in excess of the outlay for maintaining a cheaper type in a serviceable condition, it will be found that the character of the road should be such that it will fit the character of the traffic and surrounding conditions, endeavoring in each case to so construct the work so that when further improvements are required reconstruction may be rendered as easy and inexpensive as possible.

Every mile of improved roads should be kept under constant surveillance, and the first appearance of deterioration repaired.

AUTHORITIES SHOULD CO-OPERATE.

The road authorities in this country will require the assistance and co-operation of the resi-

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

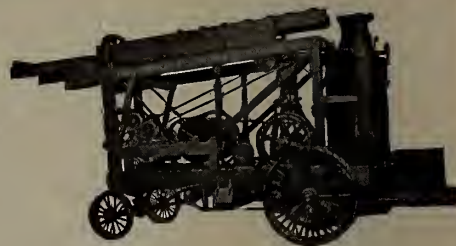
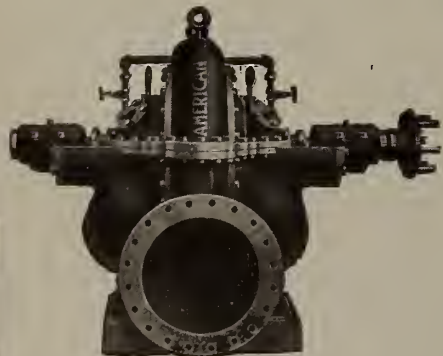
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



dent population to facilitate the work of road maintenance and no farmer who has the welfare of his country at heart and who realizes that good roads go hand in hand with profitable farming, comfortable homes, good schools and the pleasures and conveniences of rural life, should hesitate to give every available assistance in making it possible to keep the standard of the roads compatible with the demands upon them.

Rapidity, safety, and economy of transportation are the objects of roads, and they should be kept in such a condition as to enable the produce of a country to be moved from place to place in the least possible time, with the least possible labor, and with the least possible expense. Their value is incalculable and their judicious improvement increases the value of the land and augments the public wealth.

Implements Must Be Used.

The problem of securing sufficient and efficient farm labor is again confronting Western Canada. Every year, as the spring opens up the cry is heard "Help Wanted!" and this is reiterated with still greater force at harvest time. Homesteads have been taken up in great numbers by those who but recently were "hired men," but who consider almost any kind of independent life preferable to servitude. Land is still comparatively low in price, and although immigration is rapidly increasing the majority of newcomers do not want to work on a farm but rather to start operations for themselves.

The only solution for the established farmer who wishes to keep up with the times is to purchase more and more machinery. The work of the inventor may be said to be keeping pace with this

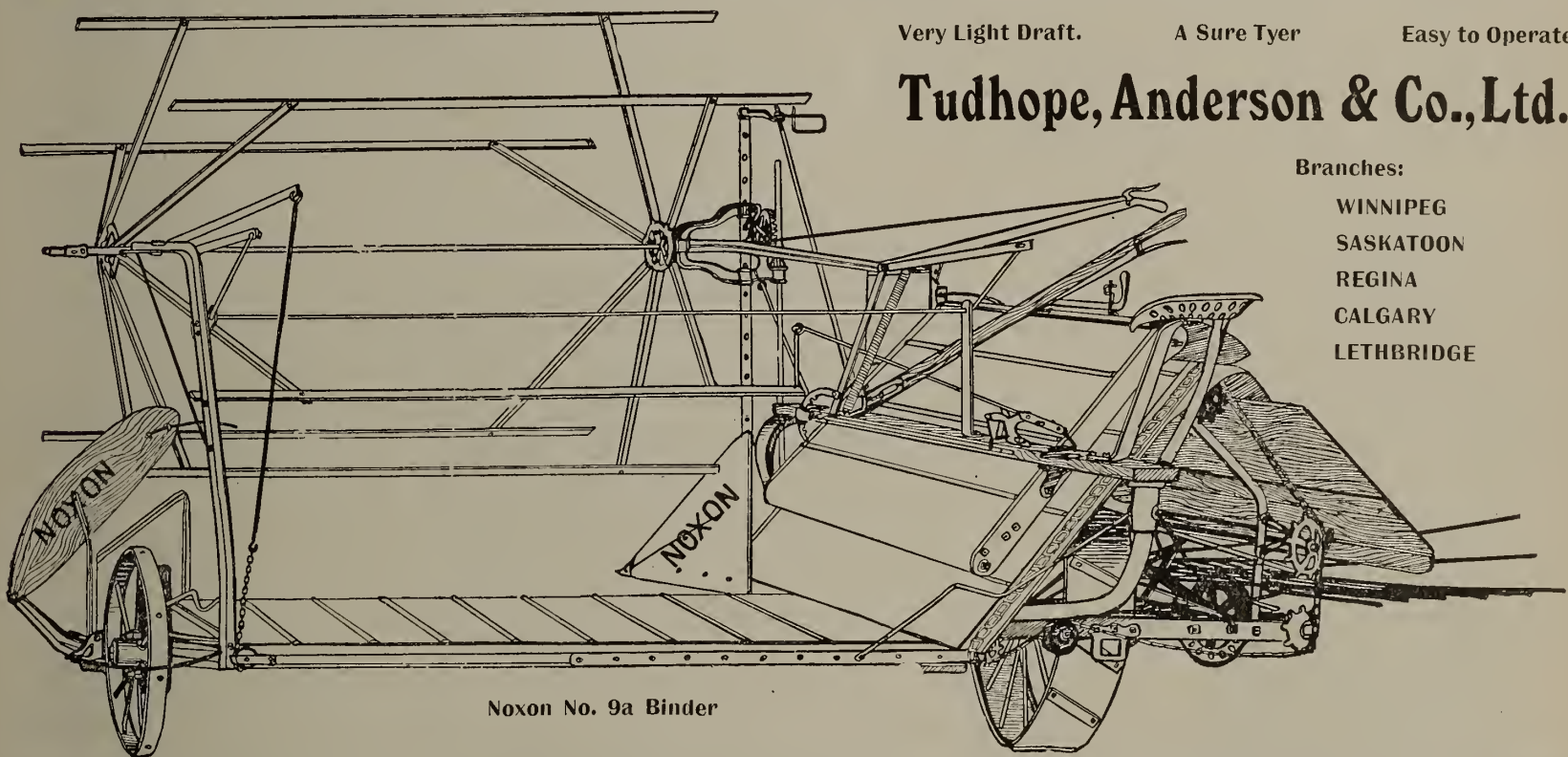
trend, for we find machinery applied to new uses—formerly entailing hand labor—almost daily. "Cut down expense, increase production," is the slogan of the farm and factory alike, and this is only possible through the application of mechanical power to do the work formerly accomplished by muscle and brawn.

Manufacturers of farm machinery are keenly alive to this situation, and are constantly experimenting with a view to still further replacing hand work by machinery. In Western Canada the development of the gasoline engine trade in its various forms has been phenomenal. Trainload after trainload of tractors are now coming into this country to break enormous areas of prairie, and will supplant the labor of thousands of men and horses. In other less strenuous forms of farm

labor new machines which make work easy and do it in a fraction of the time consumed by hand methods are now in use, in fact the farmer can no longer complain that there is a lack of implements to do his work. His problem is more often to decide whether it will pay him to buy a certain machine—say a traction engine—or hire some neighbor to do his plowing under contract.

Mr. Zintheo, of the U. S. Department of Agriculture, in comparing the cost of production of farm crops before and after the introduction of machinery, says:

In 1830 it required three hours' labor to raise one bushel of wheat while now it requires only about ten minutes or less, making a saving in the cost of labor in one bushel of wheat equal to between ten and fifteen cents on an investment of twenty cents. In 1850 the labor represented in a bushel of corn was four and one-half hours, whereas now it is nearer to



Noxon No. 9a Binder

Very Light Draft.

A Sure Tyer

Easy to Operate

Tudhope, Anderson & Co., Ltd.

Branches:

WINNIPEG

SASKATOON

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LETHBRIDGE

Hero Grain Separators

SOLD ONLY THROUGH
THE TRADE

Hero White Cloud Washing Machines



A Grain Separator without an Equal.

The Hero has proved itself by years of service. For reliability and efficiency no other separator can compare with it. Cleans oats from wheat thoroughly. Built of the very best materials obtainable under the supervision of an expert. Satisfaction guaranteed to every user. Repeat orders come as a natural sequence if you handle the Hero specialties. They bring more business, more profit, and build up a reputation for the dealer by their sterling qualities.

The most perfect, simple and durable washer ever offered to the public. The best on the market by long odds. Constructed of highest quality materials by skilled workmen. Nothing to injure garments, simply forces suds through the fabric. A few minutes does the trick. No rubbing; quicker work with less effort than any other machine. Made of sheet metal—10 to 50 pounds lighter than the other kind. Can be operated either standing or sitting.



The Best Washing Machine made in America

Send in your Order NOW, for PROMPT DELIVERY

HERO MANUFACTURING CO. LTD., Winnipeg

forty minutes. In 1860 the labor in one ton of hay in bales represented thirty-five and one-half hours, while now it amounts to only about eleven and one-half hours.

This great saving in time has been effected by machinery.

Let us consider the difference between the cost of plowing with a gasoline tractor and with a man and team, leaving aside the questions of initial cost, depreciation and interest on investment. A gasoline traction engine hauling a ten-bottom 14-in. gang plow, at the Winnipeg Agricultural Motor Contest in 1910 plowed 17.59 acres in 6 hours 56 minutes, on a fuel consumption of 2.11 gallons per acre. Expanding this performance proportionately to cover a period of ten hours gives us 26.80 acres plowed and 56.54 gallons of gasoline used at an expense of \$14.13, taking the cost of gasoline as 25 cents per gallon in the average country district. Wages for the engineer and plowman will be about \$5.50, lubricating oil, say \$2.00, and \$2.50 for the cost of laying down supplies on the field and incidentals. These figures bring the total cost of the day's plowing to \$24.13 or 90 cents per acre.

In the heavy gumbo sod where the above contest was held it would require a man and four horses to plow an average of two acres a day, and as this represents

an expense of at least \$4.00, it will cost \$2.00 per acre with a man and 4-horse team as against 90 cents with a gasoline tractor. It must also be remembered that the man and horses would have to work steadily for thirteen and a half days to accomplish what the engine and gang did in one day. There is also the probability that adverse weather conditions will occasion some delay to the horse outfit during a period of two weeks, which further increases the actual cost to the farmer.

The figures would therefore indicate that a gasoline traction plowing outfit is an excellent investment and more especially so when it can be used steadily throughout the season at some kind of work.

The same results confront us when comparing the use of other farm machines with hand methods, and we must conclude that agriculture to-day cannot be successfully and profitably carried on without modern machinery for saving time, expense and manual labor.

Mysteries of Sleep.

Sleep is one of the natural phenomena of which we know but little, in a scientific way. No one can tell exactly what it is but recent experiments have brought out many curious facts concerning it.

One of these experiments was conducted in the following manner. A person was laid at full length on a stretcher so delicately balanced that as long as the person lay perfectly quiet, the stretcher remained in a horizontal position. Then sleep was induced in the patient, by a series of shifting lights. When the person was actually asleep, the stretcher on which he was balanced no longer remained at equilibrium. The end where the head rested began to rise.

But one conclusion seems possible, viz., that when we sleep, the blood leaves the brain. On awakening the blood is recalled to the brain and, after some oscillation, the stretcher will again settle to an equilibrium.

On this mysterious subject, a writer in the London Penny Pictorial says:

"Cases have been known of long-distance cyclists sleeping on the saddle, of infantrymen sleeping on the march, of wearied pianists dozing as they struck the keys. In fact, almost any part of the brain may be awake, several parts indeed, at once, and yet its owner may be fast asleep. A man may talk, walk, sing, type, solve mathematical problems, and yet be safely in the land of nod. One of Coleridge's finest poem—'Kubla Khan'—was the work of a sleeping brain. The famous 'Devil's Sonata' came as a pleas-

ant surprise to its composer, Tartini. He found it on the table when he got up one morning. He had written it in the night.

"In fact, exactly what part of the brain it is that does sleep it is hard to decide. Our sense of time, for instance, is stronger when we are asleep than when we are awake. Experiments conducted some years ago on a number of men and women between the ages of twenty and thirty showed that fifty-nine per cent. of them were able to wake up in the morning at any time they had decided upon the night before. The resolve seems to wind up a little clock on the sub-conscious brain.

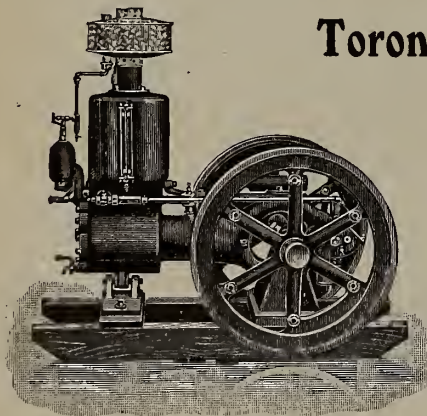
"When the hour has arrived the clock gives in some mysterious way the alarm to the day shift of the brain, and the eyelids open, and then the night shift goes to sleep in turn. At any rate, that clock does not seem to work in the daytime. Resolve some morning at the office to pull out your watch when 11.30 comes round. You won't, except by chance."

Teacher (to the dull boy in mathematics)—You should be ashamed of yourself. Why, at your age George Washington was a surveyor.

Pupil—Yes, sir, and at your age he was president of the United States.

SEE US AT THE BIG FAIRS

Toronto, Winnipeg, Calgary, Regina, Saskatoon, Edmonton.



We have Several New Lines to exhibit that you have been looking for. The New 20 h.p. "Flour City" Tractor is just the Engine for the Small Farmer—watch its record in the Winnipeg Contest.

We are also showing 30 and 40 h.p. sizes in both the Kerosene and Gasoline class.

The New 20 h.p. Portable "Stickney" is the "Jumbo" of this famous line, and is a size long called for by our customers. We will also show its new Baby Brother the 1 1/4 h.p. "Stickney," the most nifty little engine you ever saw, and a full line of sizes between these.

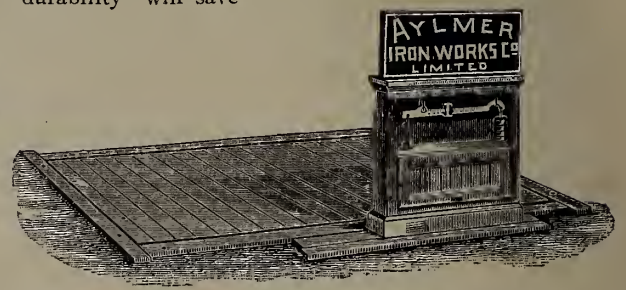
The New Climax Well Drill is without doubt the best yet devised—drills swiftly and silently—either Rock or Hydraulic process.

The Dempster Mounted Well Auger bores wells 18 to 36 inches in diameter. If interested in well making be sure to look these over.

The New Aylmer Pitless Scale is the very latest and best on the market—has no loose weights—combines strength—simplicity—durability—will save its cost every year on the farm. Be sure and see it.

Our other lines are so well known they need no Exhibition. Canadian Airmotors, Toronto Grain Grinders and Roller Crushers, Steel Saw Frames and Saws Steel and Wood Tanks, Tank Heaters, Toronto Wood and Iron Pumps, Aylmer Pumps and Standard Scales, Well Casing, Iron Pipe and Fittings.

Send for our Catalogues and Prices.



ONTARIO WIND ENGINE & PUMP CO., LTD.,

Winnipeg

Toronto

Calgary

Canadian Industrial Exhibition.

The forthcoming Canadian Industrial Exhibition will surely eclipse all its predecessors in attractive features, exhibits, etc. The available space has been largely augmented by the erection of several new buildings, and a noteworthy innovation will be the automobile show, for which the number of entries ensures success. Commercial vehicles, motor cycles and motor boats are included in this show, and an addition to the annex is to be built to take care of this section. A. C. Emmett will have charge, and he has spared no effort to make this feature a success. Forty-two thousand square feet have been found necessary to take care of the automobile show.

The Coronation and Festival of Empire form the basis of the entertainment features, which promise to be superb. A fine battalion of bands will furnish music, and the pyrotechnic display represents the Naval Review at Spithead.

The directors have the bond and agreement of the Wright Bros. to provide one of their largest 1911 design 32-foot aeroplanes at Winnipeg during the days of the exhibition, together with one of the famous aviators of the Wright school, either Walter Brookins or the sensational Parmelee, to guide the aeroplane through the mazes of Winnipeg's only unsubdivided area.

Probably the most interesting feature to readers of this journal will be the Agricultural Motor Contest, now in its fourth year. This is admitted to be the foremost of its kind on the continent, and perhaps in the world. Its purpose is by careful and thorough testing at all points, to determine the efficiency of the engines entered, and the keenest rivalry exists among the various manufacturers. The contest not only gives the maker an opportunity to test his engine in company with many competitors, but also affords the Western farmer, implement dealer and others interested, a chance to witness the various types of tractors in operation. The prospective agent or purchaser for one of these machines is thus able to make his choice through actual first-hand knowledge and comparison of what they can accomplish and how they are suited to local conditions. Needless to say, expert operators will be in charge of the engines and it is expected that the coming contest will be closer and keener than ever before.

The competition this year will commence July 5, when the brake and maximum tests start at the Exhibition Grounds. It is expected that this portion of the work will be completed early enough to start the plowing con-

test about July 18. A tract of land has been secured for this close to the site of last year's Contest on the Stonewall branch of the C.P.R. and special trains running to the ground will afford ample facilities to visitors.

The following firms have entered engines in the Motor Contest:

J. I. Case Threshing Machine Co., Racine, Wis.: 1 gasoline and kerosene tractor, 60 h.p.; 3 steam engines, 40, 80, and 110 h.p.

Canadian American Gas & Gasoline Engine Co., Dunnville, Ont.: 1 gasoline tractor, 35 h.p.

Sawyer-Massey Co., Winnipeg, Man.: 2 gasoline tractors (Marshall and Ohio) each 45 h.p.; 2 steam engines, 106 and 115 h.p.

Kinnard Haines Co., Minneapolis, Minn.: 2 gasoline tractors, 20 and 30 h.p., 1 kerosene tractor, 40 h.p.

Goold Shapley & Muir Co., Winnipeg.: 2 gasoline tractors, 20 and 30 h.p.

Gas Tractor Co., Minneapolis, Minn.: 1 gasoline, 1 kerosene tractor, each 30 h.p.

International Harvester Co. of America, Winnipeg, Man.: 4 gasoline tractors, 20, 25, 45, 45 h.p.; 4 kerosene tractors, 20, 25, 25, 45 h.p.

M. Rumely Co., La Porte, Ind.: 2 kerosene tractors, 30, 60 h.p.

Buffalo Pitts Co., Buffalo, N.Y.: 1 gasoline tractor, 70 h.p.

The Aultman & Taylor Machinery Co., Mansfield, Ohio: 1 gasoline tractor, 60 h.p.

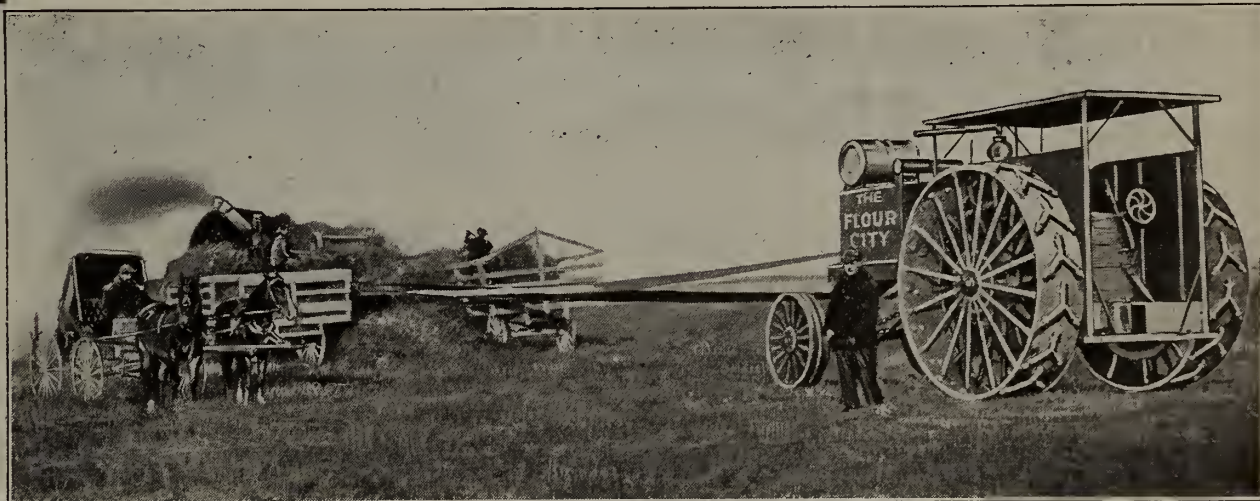
American Abell Engine and Thresher Co., Winnipeg, Man.: 1 gasoline tractor, 40 h.p.; 1 steam engine, 90 h.p.

Gaar-Scott Co., Richmond, Ind.: 1 gasoline tractor, 70 h.p.; 1 steam engine, 90 h.p.

Eight Wheeled Automobile.

M. O. Reeves, an official of the Reeves Pulley Company, of Columbus, Ohio, has invented an automobile with eight wheels. He is awaiting reports from the patent office on his ideas, after which a demonstration car will be built. The idea of having eight wheels is to reduce the jar and jolting. It is claimed that with eight wheels a car will ride as easily over country roads as a railway coach. The wheels will be smaller, the inventor says, and consequently the price of tires will be less. Considering the difference in the size of the tires and the reduction of the strain and weight, resulting in fewer punctures and blow outs, it is claimed the cost of upkeep will not be much in excess of an ordinary car. The new car is not designed as a popular model, but instead is intended for people who will spend money enough for something unusual.

The "Flour City" Tractor



The most economical power for plowing, threshing, and general farm work.

It is accurately balanced, free from vibration, and delivers a steady motion to the belt.

It does not require a fireman; it dispenses with the water-man and team, likewise the fuel-man and team. It is not subject to boiler troubles, and the danger of fire is eliminated.

It is especially designed for plowing, and its general construction, simplicity, horse-power and weight, together with its large drivers, appeal to anyone who has given the matter thoughtful consideration.

The rigid construction and excellent workmanship embodied in the "FLOUR CITY" minimizes the liability of breakages under the severest strains.

Our 20, 30 and 40 h.p. Tractors will be on exhibition at Winnipeg Fair
Dealers, write for Agency Terms and get posted at once

KINNARD-HAINES CO., 830 44th Ave. N., Minneapolis, Minn.

—OR—

Ontario Wind Engine and Pump Co. Ltd.,

DOMINION AGENTS

TORONTO

WINNIPEG

CALGARY

Crops in the Far North.

As the years pass by, it is astonishing how successful cultivation has pressed farther and farther north. It is now an established fact that the Peace River country can produce, in its short, tremendously vital growing season, almost all the plants formerly considered as restricted to the temperate zone. Advancing still farther north, we find vegetable growing in the Yukon to a considerable extent. According to a report from U.S. Consul Woodward, from Dawson, tomato culture is all under glass. The average yield of a plant is 8 to 12 pounds, and they sell for 30 to 50 cents a pound. About 10 tons per annum are raised in the vicinity of Dawson. Lettuce is grown under glass until about June 1. The first growth is ready for market

about April 1. It is sold for from \$2 per dozen bunches when first placed on the market to \$1 per dozen bunches later on in the season. A large quantity of this is used on account of there being a scarcity of vegetables in the early spring. Celery grows rapidly. This is all started under glass and matures in the open. It sells for about \$2 per dozen stalks. Cabbage is started under glass and transplanted. An early variety is used in order that it may mature before frost, which sells for from 5 to 15 cents per pound.

A report issued by the Dominion Government on the agricultural resources of the Yukon contains the following:

During the past few years comparatively large quantities of oats, potatoes and vegetables have been grown along the Yukon Valley,

particularly in the vicinity of Dawson, and in nearly all cases excellent results have been obtained. It is computed that the quantity of potatoes grown near Dawson last season and placed on the market aggregated 200 tons. It has been estimated that the population in the Yukon consumes annually \$200,000 worth of potatoes. Potatoes grown in the Yukon are quite equal in size to the imported product, and when the proper kind of seed is planted in suitable soil and attention is given to the cultivation potatoes can be grown fully equal in quality to the best outside product. The best quality of potatoes so far have been grown on the islands in the Yukon River. On the land surrounding Dawson, either in the valleys or on the benches, potatoes of good quality

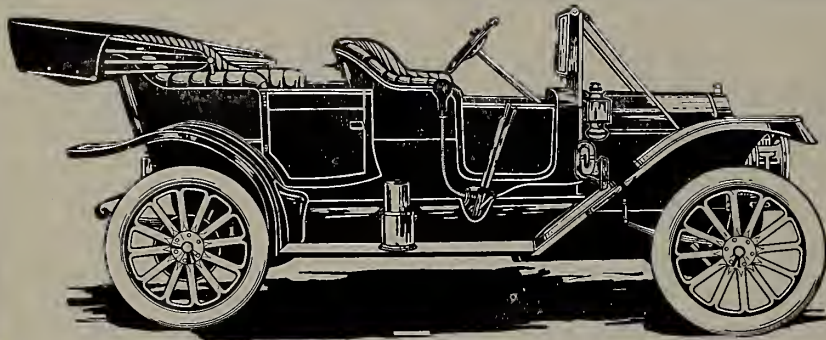
can be grown only after the land has been cultivated for a few years. On an island in the Yukon River at Ogilvie 175 pounds of potatoes were planted on May 12, and by the first or second week in September the crop was ready for lifting, and yielded 8,000 pounds. The ground was plowed as early as April frost would permit, stable manure and about 300 pounds of lime per acre being applied. The potatoes were planted as near the surface as possible and hilled up as the vines grew. It is estimated that during the present season a much larger quantity of potatoes will be grown than in former years, and some of those interested in agriculture predict that within the next few years there will be sufficient quantity of potatoes grown to supply the market. Besides what is required for the local market a considerable quantity of potatoes is shipped every year to Fairbanks and other points in Alaska.

On an island in the Yukon at Ogilvie 3 or 4 bushels of oats per acre were sown about 1st May and harvested about the middle of August. The yield was about 2 tons of oat hay per acre, which was sold at an average of \$50 per ton. Native hay averaging 1 to 1½ tons per acre, was also harvested about July 15.

Many islands in the Klondike Valley and along the Yukon have been cleared and made into gardens, in which vegetables of excellent quality are grown. Last season a small quantity of vegetables was imported, the market gardeners near Dawson being almost able to supply the demand. The seeds of nearly all vegetables are sown in hot-houses early in February and then transplanted to cold-frame boxes, where plants which are intended to be planted outside are strengthened and prepared for outside planting.

Writing of the growth of garden produce in the Yukon Valley Prof. Macoun says:

Growth of vegetables is so rapid and vigorous that to a person coming from the East it is simply astounding. When I reached Dawson on July 10 early cabbages were being set out, and on August 5 their weight ranged from 3 to 5 pounds. On the 22d, when I made my first visit, hundreds of matured cabbages and cauliflowers had been cut and sold. I measured the two lower leaves of a cabbage cut the day before, and these placed opposite each other, had an expansion of 3 feet 9 inches with a breadth of 16 inches. I cannot call even this an average one, as they were hundreds larger but later in maturing. Cauliflowers were from 6 to 10 inches in diameter, but I was told larger ones had been cut.



Model 27. Five Passenger Touring Car with Fore Doors

SPECIFICATIONS

Wheel Base—106 ins.
Gauge—56 ins.
Tires—3½ x 32, quick detachable
Brakes—Two, on rear hub, internal expanding and external contracting
Horse Power—26
Cylinders—Four, 4 x 4 in., valves in head
Cooling—Water, centrifugal pump and fan
Ignition—Jump spark from Splitdorf magneto and dry cells
Carburetor—Schebler automatic
Lubrication—Splash system
Motor control—On top of steering wheel
Clutch—Multiple disc, bronze and hardened steel plates
Transmission—Selective sliding gear, three speeds forward and reverse
Drive—Shaft

Price: \$1,575 f.o.b. Winnipeg,

Including oil tail and side lamps, two gas head lamps, horn, wheel jack, pump and tool equipment, robe rail, foot rail in tonneau, half length foot rail in front. Wind shield and top extra.

TO DEALERS

We again extend to you an earnest invitation to call on us while visiting the City for the Canadian Industrial Exhibition, July 12 to 22, 1911.

We have decided not to exhibit at the Fair, but will put our whole endeavors into a splendid and complete display at our warerooms, corner Ross Ave. and Princess St. This will include, in addition to automobiles, our well-known line of high-grade carriages and the newest models of 1911-12 cutters.

We feel confident that a visit to our showrooms will prove not only interesting, but profitable to you. The demand for automobiles and high class vehicles is now reaching proportions which no dealer can afford to overlook, and at our exhibit you will find a selection not to be excelled in the country.

Accept the freedom of our offices and staff, have your mail addressed in our care, and meet your friends here.

McLaughlin Carriage Co., Ltd.

Cor. Princess St. and Ross Avenue,
WINNIPEG.

Phone Garry
830

A New Dairy Product

A new frozen dairy product has just been brought out by the Dairy Section of the experiment station at Ames, Iowa. This product, which has been named lacto, is made of loppered (soured) whole or skim milk, with the addition of eggs, sugar, lemons and flavoring materials. Lacto has a more pleasing flavor than sherbets and ices, and contains considerably more nutriment. It contains as much proteid as ice cream, less fat, and more acid.

In an experiment in which one hundred and seventy-nine persons sampled lacto, one hundred and twenty-eight pronounced it very good, thirty-seven good, six fair, and eight poor. Comparing it with common vanilla ice cream, all reported that they preferred lacto, nine considered it equal to ice cream, and fifty-nine preferred the ice cream. Comparing lacto to sherbet, one hundred and twenty-three preferred lacto, thirty preferred sherbet, and twenty-six considered lacto equal to sherbet.

Scientists have found that there are large numbers of putrefactive bacteria in the intestines, which are very injurious and may even shorten life. Metchnikoff, the famous Russian scientist, claims that old age is the result of a slow poisoning caused by bacteria. He recommends the drinking of sour milk, so as to replace the harmful

putrefactive bacteria by lactic acid bacteria, which are harmless. The trouble with this remedy is that few people like sour milk. To provide these lactic acid bacteria in a more palatable form was one of the reasons for introducing lacto. The lactic acid bacteria are not killed by freezing, and if lacto is eaten frequently enough there is every reason to believe that these bacteria will replace the more harmful ones in the intestines. This will result in improving the health and prolonging life.

The milk to be used in the manufacturing of lacto, says American Thresherman, is prepared in a similar manner to the starter which is used for cream ripening. A commercial lactic acid culture is used. This is added to a pint of skimmed milk which has been pasteurized at a temperature of 85 degrees C. (185F.) for twenty minutes, and after pasteurization cooled to from 20 to 22 degrees C. (68-71 F.). The lactic acid culture is thoroughly mixed with the milk and left at 20 degrees C. (68 F.) until the milk has coagulated. Then another bottle of skimmed milk is pasteurized and cooled in the same manner, but instead of the commercial culture, a part of the coagulated milk is added to insure the souring of the milk inside of eighteen hours. This operation is repeated until the first

batch of soured milk obtained has lost the undesirable flavor due to the substance in which the commercial culture was preserved. After this point has been reached, which requires from four to six days, the last sample of soured milk obtained is added to a larger amount of pasteurized skimmed milk. This is then treated the same as the former lots. In this way an amount of milk sufficient to work with is obtained.

Lacto can be made in the household on a small scale without buying a commercial starter. Take a bottle of good clean fresh milk which has not been heated, and set it away at a temperature of from 68 to 70 degrees F. until it coagulates. If it coagulates as a smooth solid curd without pinholes, if the aroma is clean and pleasant, and the flavor nice and creamy, it can be used as a starter for a larger amount of whole or skimmed milk.

The milk when ready to be used for lacto has a mild, clean acid flavor. The curd must be thoroughly broken up. This is accomplished by pouring it from one pail to another until it is as smooth and velvety as rich cream. From this "lact milk" the various lactos are prepared.

One of the most popular kinds of lacto is cherry lacto. This is prepared from the following formula, which is sufficient for five gallons of the finished product:

Three gallons lacto milk, nine pounds sugar, twelve eggs, one quart of cherry juice or concentrated cherry syrup, one and a half pints lemon juice.

The sugar is first dissolved in the lacto milk. The eggs are then prepared. The whites and yolks are kept in separate con-

tainers and each lot is beaten with an egg beater. Both the yolks and whites are then added to the milk. The mixture is thoroughly stirred and strained through a fine wire gauze. The fruit juices are added last. If there is any indication of the juices precipitating the casein, they should be left out until the mixture has begun to freeze. The freezer is run until it turns with difficulty, when the paddle is removed. The brine is removed and the freezer repacked with ice and salt and left for an hour before the contents are served.

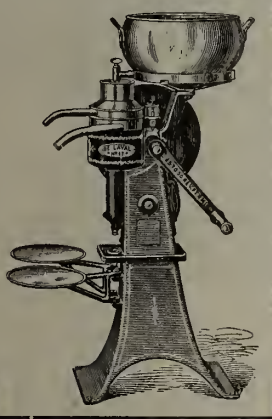
Additional details regarding lacto, and other recipes for its manufacture, are given in Bulletin 118 of the Iowa Experiment Station, which may be obtained free by writing to the Director at Ames, Iowa.

Manitoba Dairying.

The following report is from a Bulletin of the Department of Agriculture and Immigration issued during June:

From the information received it is evident that the stock came through the winter in good condition.

Directly spring opened the grass came up with vigor, and the growth has been such that the best of grazing has obtained much earlier than for quite a number of seasons. The copious rains of the later half of May give every assurance of a continuance of this perfect condition, which means that milk and its products has exceedingly bright promise. Add to this the high prices which govern all dairy products, and the dairy men of the Province have reason to be jubilant over the prospects for the season. There



DE LAVAL CREAM SEPARATOR

A Business Builder
for the Dealer ::

There is no other implement or machine sold to the farmer that will so add to a dealer's prestige and assist him so much in making new customers as the DE LAVAL. The agency for the sale of DE LAVAL separators is a valuable asset to any dealer's business.

The Best Dealers Wanted in Every Locality.

Many Dealers will visit the larger Western Exhibitions at Winnipeg, Brandon, Regina, and Edmonton. Our representatives will be in charge of exhibits of New Improved DE LAVAL Separators at each of these points and will welcome visitors already attached to the DE LAVAL organization as well as those who may wish to secure the DE LAVAL agency :: :: ::

The De Laval Separator Company
14 and 16 Princess Street, Winnipeg.

DON'T MAKE A MISTAKE!

HANDLE RELIABLE GOODS.

NATIONAL CREAM SEPARATORS

Have made good in the face of the strongest kind of competition. They are here to stay, and progressive dealers will make no mistake in securing this profitable agency. Good points of the Raymond are: durability, close skimming, smooth running and easy to clean :: :: :: ::

RAYMOND SEWING MACHINES

The ladies' favorite. Whenever sewing machines are under discussion someone says: "Mine is a Raymond." A twenty-five year guarantee with every machine is sufficient evidence of the care and skill put into the Raymond. They are built like a watch. Easy to sell, and stay sold. Get the Agency now :: :: :: :: ::

We are not exhibiting at the Fairs this year but will be glad to see you at our office when in town,

Raymond Manufacturing Co., Ltd.
80 and 82 LOMBARD STREET, WINNIPEG.

appears no danger of the prices becoming any lower, in view of the fact that some five hundred cars, or seven million pounds of creamery butter were imported into the Province last year, valued at approximately one and a half million of dollars. In consequence the Manitoba dairymen need have no fear of a slump in prices due to over-production.

When a man intimates that he wants to buy something don't ask him right away what price he wants to pay. Talk quality to him first and let him ask about the price.

Dry Farming Congress

The sixth International Dry-Farming Congress will be held at Colorado Springs, Col., October 16 to 20, and is a conference of farmers scientists, State and Federal experts, land owners and others interested in agricultural development, representing every nation within whose borders the precipitation drops below the net annual average of 20 inches.

For the first time, an International Congress of Farm Women is also called, with the object of improving conditions in the

home of the farmer, and to establish higher ideals in rural communities.

Briefly stated, better agriculture and the solution of farm problems is the sole object of the Congress.

The programme will be devoted to discussing plans for rapid enlargement of the necessary agricultural educational propaganda; co-operative work between nation, state and farmer in developing a higher type of methods and production; exchanging reports between states and farmers, as to methods of overcoming problems in the conservation of moisture, soil fertility and of breeding more drouth-resisting plants and fruits; studying the rebuilding of soils and overcoming of diseases of plant life, trees and soils; enlargement of experimental methods; national and state legislation affecting the farmer from the standpoint of development and methods; immigration; etc.

Information and literature may be obtained from John T. Burns, Sec-Treas., of the Congress, Box 1908, Colorado Springs

Inter-Provincial Fair.

Brandon Fair will be held this year from July 24th to 28th. The prize list just issued indicates that this event will surpass that of last year both in magnitude and attractiveness. Over \$35,000 is offered in premiums and prizes in 205 separate classes, many of which have been extended over a wider range than before.

Latest reports from the executive are that applications for space in the machinery display are pouring in, and it is certain that the farm machinery exhibit will be the greatest ever witnessed at Brandon. Those interested in live stock will be pleased to know that the cattle barns have been enlarged to accommodate 100 more head, and the sheep pens, swine pens, and poultry building have all been doubled in capacity.

Full information is contained in the prize list, including railway rates from important points. Any information not covered by the list will be gladly supplied by W. I. Smale, secretary, Brandon.

Metal Clapboard Siding or Corrugated Sheets

make perfectly satisfactory coverings for

Barns, Warehouses or Implement Buildings

Manufactured by

THE GALT ART METAL CO. LTD.

GALT, ONT.

Western Distributors:

NOBBS & EASTMAN, 839 Henry Ave., Winnipeg

Dull Plowshares

Your customers know it and so do their horses and engines, but the task of taking them off for the purpose of sharpening them and putting them on again is a tedious and time-wasting one if they do it the old way. If plowshares are equipped with

Parks-Coughlin Plowshare Fasteners

the job is an easy one and the time required to remove from five to ten or twelve shares so small as to be scarcely worth consideration. Every traction plowman knows that his success depends largely on his ability to keep going and anything that will save time must, therefore, be a money maker for him.

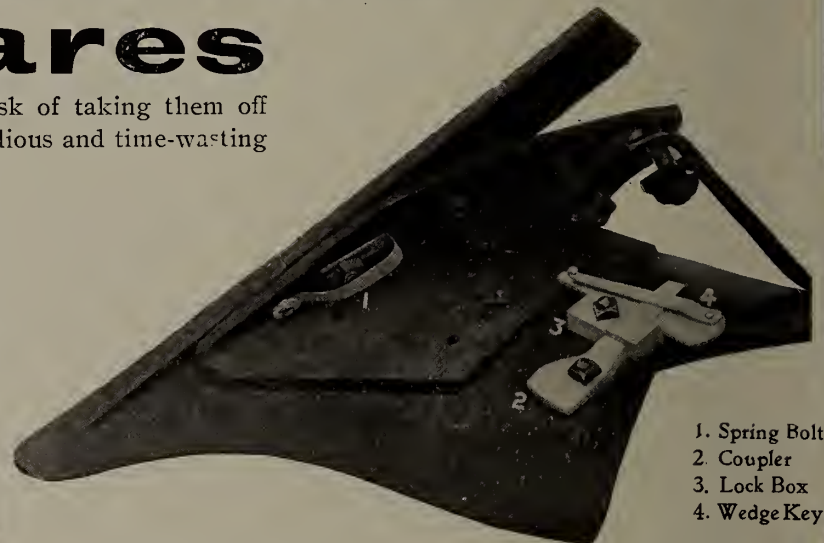
**FULLY
GUARANTEED
SAVES MONEY
SAVES TIME**

The Most Talked of Agricultural Device in Western Canada

EVERY PLOWMAN NEEDS IT!

BECAUSE

- It eliminates burr and bolt troubles.
- It eliminates sprung share troubles.
- It works satisfactorily on engine plows as well as others.
- It eliminates the need of night man to change shares on engine gangs.
- It eliminates the need of hammer and punch to force holes in share into line with those in the frog of the plow.



1. Spring Bolt
2. Coupler
3. Lock Box
4. Wedge Key

It has stood every test.

It holds the share on with an iron grip, in spite of gumbo, rocks or stumps, and yet permits it to be removed so easily that your boy can do it.

Change Shares in forty seconds.

Simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share into position, insert the wedge key, secure the spring bolt, and drive the wedge key in with your wrench.

It Fits the Plow.

The fastener is easily attached and need not be removed until the plow is worn out. The value of time and bolts saved, not to speak of shares and the better grade of work done by changing shares often, will more than pay for a set, in a year. One set lasts a lifetime.

WRITE US TO-DAY.

Implement Specialties Corporation, Ltd.

45 Merchants' Bank Building, Winnipeg

The Immigration of a Decade

The fact that Canada has received two million population, by immigration alone, within ten years, and more especially the character of this immigration, must prove pleasing to Canadians. Here are the figures as contained in the latest report of the immigration division of the interior department:

From	Number.
England and Wales	560,000
Scotland	150,000
Ireland	45,000
United States	700,000
Austria-Hungary ..	121,000
Italy	63,000
Russia	40,000
Sweden	19,000
Germany	21,000
France	16,000
Norway	14,000

Canada ten years ago had in round numbers five million people, thus in ten years, and by immigration alone, Canada gained an addition of 40 per cent. of her total amount. Yet in spite of this enormous influx, in spite of the fact that, as most of this immigration has gone to the West, one might imagine that it must have pretty well swamped Canada's Western inhabitants residing there before 1900, the country notices little change. Apparently this great mass has been absorbed without trouble.

And why not? A million and a half of the two millions are people of our own kind, Britishers and Americans. After a year or two for the newness to wear off they settle down into good Canadians, with little to show that they have not always lived here. The mid-Europe immigration takes longer to assimilate, and is less valuable, seeing it generally goes to the cities. It too assimilates rapidly, from the fact that Canadian cities contain no large foreign quarters where Europeans can live their lives, speaking their own language and keeping their own customs, as much as though they had never crossed the Atlantic.

If a Horse could Speak.

If a horse could talk he would have many things to say when summer comes.

He would tell his driver that he feels the heat on a very warm day quite as much as if he could read a thermometer.

He would say: "Give me a little water many times a day, when the heat is intense, but not much at a time if I am warm; if you want me to keep well don't water me for two hours after I have eaten."

He would say: "When the sun

is hot and I am working let me breathe once in a while in the shade of some house or tree; if you have to leave me on the street leave me in the shade if possible. Anything upon my head, between my ears to keep off the sun is bad for me if the air cannot circulate freely underneath it."

He would talk of slippery streets, and the sensations of falling on cruel cobblestones — the pressure of the load pushing him to the fall, the bruised knees and wrenched joints, and the feel of the driver's lash.

When he falls, he would ask that you quickly loosen his harness and help him to rise, without blows.

Watch for the appearance of gall-spots, and try to heal them before they grow worse.

He would tell of the luxury of a fly net when at work and of a fly blanket when standing still in fly season, and of the boon to him of screens in the stable to keep out the insects that bite and sting.

He would plead for as cool and comfortable a stable as possible in which to rest at night after a day's work under the hot sun.

He would suggest that living through a warm night in a stall neither properly cleaned nor bedded is suffering for him and poor economy for the owner.

He would say that turning the hose on him is altogether too risky a thing to do unless you are looking for a sick horse. Spraying the legs and feet when he is not too warm on a hot day he would find agreeable.

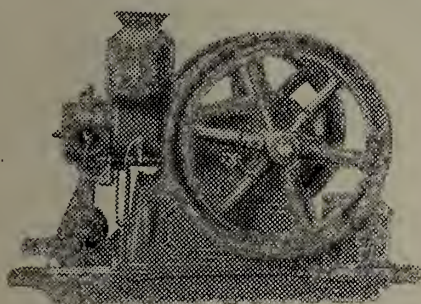
He would say: "Please sponge out my eyes and nose and dock when I come in tired and dusty at night, and also sponge me with clean, cool water under the collar and saddle of the harness."

Market for Flax Seed.

In view of the increased interest and larger acreage devoted to flax in Western Canada the following report is of interest:

Within the past few months, attention has at different times been drawn in the press to the development now taking place in the growth of flax in Saskatchewan and Alberta. If it is intended to secure export markets in the future for the seed of this plant, it may be mentioned that a large consuming centre exists at Hull, England.

The manufacture of oil was originated at Hull as far back as 1598, and the trade done to-day in the crushing, extracting and refining of oils from various seeds form one of the staple industries at this port. Some idea as to the consumption of oilseeds may be gathered from the fact that out of the annual imports into the



L-378

WE extend to you a very cordial invitation to visit the display of Massey-Harris "Olds" Gasoline Engines at the Winnipeg Industrial Exhibition. **A complete line will be shown and most interesting demonstrations given** :: :: :: :: :: :: ::

IT would also give us much pleasure to have the opportunity of showing you around at the Motor Plowing Contest Grounds, where **we shall have at work a number of our New Automatic Self Levelling Engine Gang Plows** :: :: :: :: :: :: ::

THE Massey-Harris "Olds" Gasoline Engines are considered so highly by Governments that they state all engines supplied must be **equal to the "Olds."**

THE Massey-Harris New Automatic Self-Levelling Engine Gang Plow has demonstrated to the West the excellent plowing that can be done by an engine Gang. Hundreds of well-pleased purchasers assert **the plow is the best they ever saw or used** :: ::

Can. Ind. Exhibition—WINNIPEG—July 12-22.

Dominion Exhibition—REGINA—August 1-12.

Massey-Harris Company,
LIMITED.

Largest Makers of Canadian Farm Machinery.



United Kingdom of linseed, rapeseed, castorseed and soya beans, nearly one-half is each year sent to Hull. Last year, for example despite the shortage in the supplies offering, no less than 4,328,984 bushels of flaxseed were imported into Hull.

The high prices at present ruling for this seed, caused by the under-average crops which were general during 1909 and 1910, is being followed with much concern by consumers of linseed oil in this country. Soap manufacturers, who, in normal times, use this oil in large quantities, have had to find substitutes owing to the high market value. In the making of paint and varnishes also, the oil obtained from the Manchurian soya bean has, to a large extent, taken the place of linseed oil owing to the same reason.

How to Feed your Horse.

The horse has one stomach, somewhat smaller in proportion than man's. His stomach cannot be made to hold rations for a long period, and it must have at short intervals food for the sustenance of the animal. During the working season, the diet of the horse should be easily digestible, for the periods of rest are short and the digestion should be well finished before hard labor is imposed. Bright timothy hay, free from dust and dirt, is one of the best feeds. Alfalfa or clover make good feeds and require a less quantity. Oats and corn, in proportion of two of oats to one of corn, form a fine grain diet. Oats and timothy alone form a well balanced diet. Fourteen pounds oats and twelve pounds good timothy will serve a 1,200 pound horse one day when the work is heavy. If light, a less proportion will answer. Corn and bran, or bran and shorts, are fine feed, but a little more costly. Oil meal, corn and bran are excellent feeds. The value of corn and bran lies in the smallness of bulk required, which insures quick digestion and prevents fermentations which cause colic, etc.

The matter of water is of as much importance to the work horse as it is to the driver. Yet he drinks often, while his team often goes from morn to noon without it. The horse should be watered early in the morning before feeding, then give the roughage and follow this with the grain rations. Before going to work water again. The same course should be pursued at the noon hour.

At night the feed should be heaviest, though not so heavy as to cause the horse to overload his stomach. Rest of this organ after digestion is very essential to the health and power of endurance.

Dealer the Farmer's Friend

The implement dealer is the logical distributor of farm machinery and from the nature of his calling is in closer touch with the farmer and his problems than any other retailer. All dealers are—consciously or otherwise—doing educative work to an extent not fully realized, and it lies in their power to do a great deal more. At the present time they are introducing labor saving machinery on the farm, and with the co-operation of the manufacturers and trade journals they are doing their best to point out the advantages of modern implements. Why should not the dealer go a step further and constitute himself the local disseminator of agricultural bulletins, experimental farm reports, and the diverse literature bearing directly on the farmer's daily tasks? A great deal of printed matter of this kind is free for the asking, and we believe a request to the various authorities would bring forth an ample supply of monthly bulletins, reports, etc., which the dealer would find it profitable to digest and discuss with his patrons. We do not imply that there would be an immediate cash return for such an action, but we think it would be a wise policy which would bring about a desirable form of publicity and tend to a feeling of confidence and respect from farmer to dealer.

Anything which has an educative value, however, indirectly, is worthy of consideration, and it must be conceded that the average farmer of the prairies has a "field" for study which is unlimited. If the implement dealer can succeed in awakening interest in better farming methods by such a simple and inexpensive method as the above he will be rewarded, for "better farming" has come to be almost synonymous with "better machinery and more of it." Enough said. Now read what W. C. Palmer of N. D. Agricultural College says:

It has been well said that a man from his eyes down is worth a dollar and a half a day, while from his eyes up he is worth up to hundreds of dollars a day. The reason that so many people are not worth more is that they do not use their brains, being content to follow methods and practices that have been handed down, that perhaps do not meet present day conditions—at any rate can not meet them as well as those that have been worked out lately. It is necessary to find out the best that is known on any subject that one has in hand; then with that as a starting point, work out new methods and practices. Oftentimes one finds a farmer who does not have a good library of agricultural

books and does not even take agricultural papers, yet no one has more time to read and study.

Go into the doctor's or lawyer's office and you will find a library costing from five hundred to five thousand dollars or more, and several medical or law journals. When a difficult case comes up they ransack their libraries, going through the books that treat of the particular subject in hand and the journals. Then they will call in fellow doctors or lawyers. They do not propose to take any chances that it lies within their power to avoid. Does the farmer turn to his library, to the agricultural papers and to the experiment station bulletins when he has a problem? A few do; why not more of them? When a crop is to be grown, the best that is known on the growing of that crop should be brought into play in preparing the soil, in selecting the seed, in caring for the crop. When stock is to be raised the best knowledge available should be used in selecting the stock, in breeding them, in feeding them and caring for them, and in marketing. This is where the man from the eyes up comes in, and remember that it is this kind of work that pays.

The farmer should have a library containing the latest agricultural books, government reports, experiment station bulletins and agricultural papers. This will bring into his home the best that is known on the different phases of farming. And if use was made of it, its teachings applied to the different farm operations, the returns would be several times greater each year than under the hit and miss plan. What would be even more of a remuneration would be the interest and satisfaction that comes from work well done, from being master of conditions, instead of slave to them. We like to do what we can do well. The farmer cannot afford to take chances any more than the doctor or the lawyer. It will be his own fault if he does, as the information is to be had if he will simply work his brains.

It should be the function of the implement dealer to give every assistance to the farmer, both in theory and practice.

Massey-Harris expand Subsidiary Company.

The Massey-Harris Co. have authorized additions to the plant of the Johnston Harvester Co., Batavia, N.Y., which will mean the employment of about a thousand more men. Following the authorization of this improvement will come the increase of the company's capital from \$1,500,000 to \$2,000,000, which will add one-

third to the financial strength of the large Batavia concern. It is announced that this increase of capitalization was officially made at a directors' meeting held May 18. These substantial evidences of expansion mark the entrance of the Massey-Harris Co., which recently acquired control of the Johnston business. This corporation has a capital of \$20,000,000.

The contract has already been let for the construction of the principal addition, a 4 story building measuring 80x500 feet. It will be of the daylight factory type; that is, it will be fitted with steel window sashes which will allow a maximum of sunlight. Reinforced concrete and steel will be used in its construction, insuring absolute protection against fire. Announcement was made several weeks ago that the malleable department would be enlarged extensively. The plans as then prepared called for the erection of a single story concrete building measuring 70x500 feet. These plans have been altered somewhat, 33 feet being added to the building. Another building approximately of the same ground dimensions but two stories in height, will also be added to the malleable departments. In addition to these proposed structures, a two-story annex will be built to the gray iron foundry. Upon the completion of these buildings, all the malleable parts for machines made at Batavia, for the Johnston Harvester Co., and at Toronto, Woodstock, and Brantford, Ont., for the Massey-Harris Co., will be furnished by the malleable department of the Johnston plant. These four new buildings will have a floor space of more than six acres.

Thoroughness.

Thoroughness is not only commendable but most essential, to permanent success. The human mind at its best is a limited faculty and by its very essence is designed to comprehend fully and thoroughly only one thing at a time. Hence the advisability and desirability of specialization.

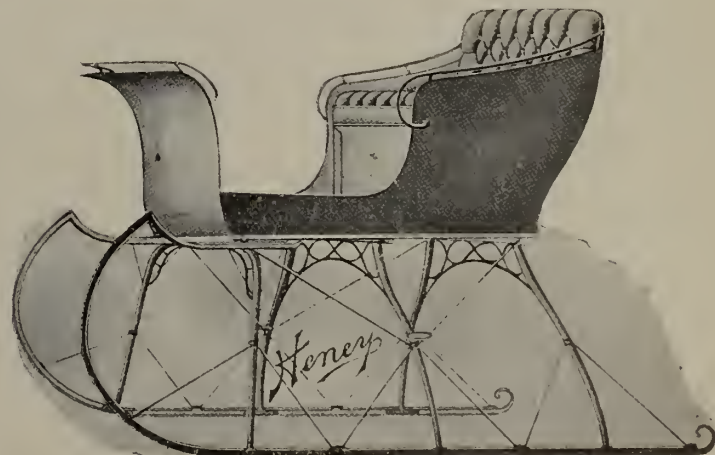
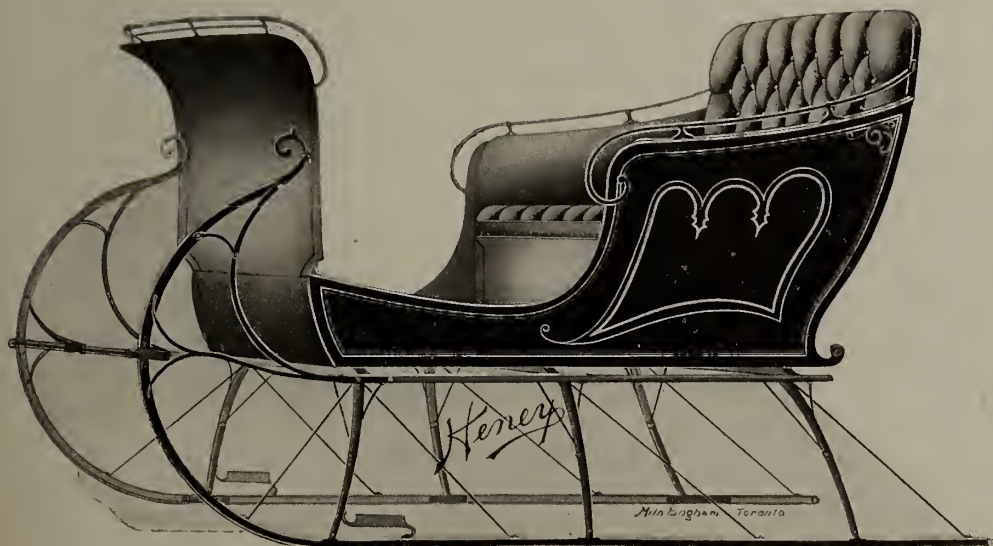
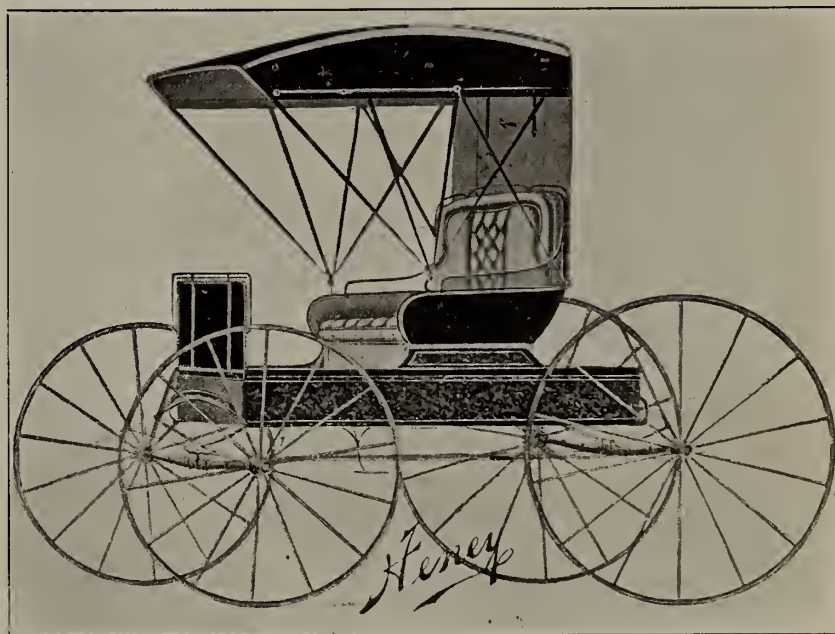
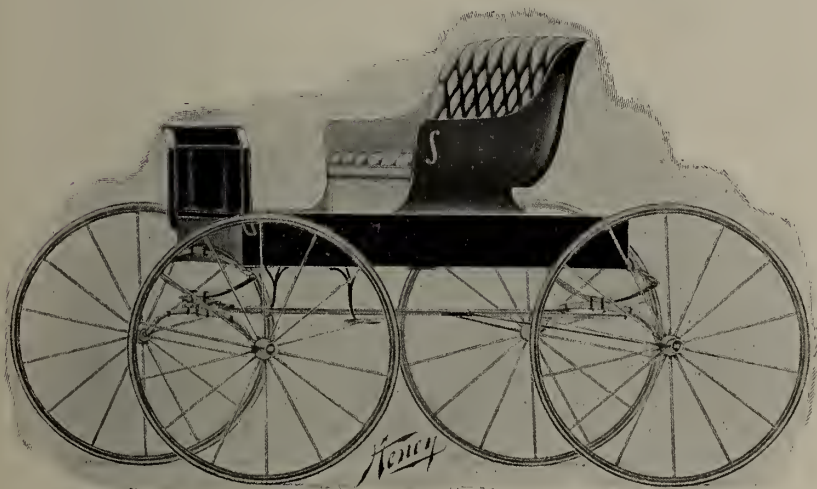
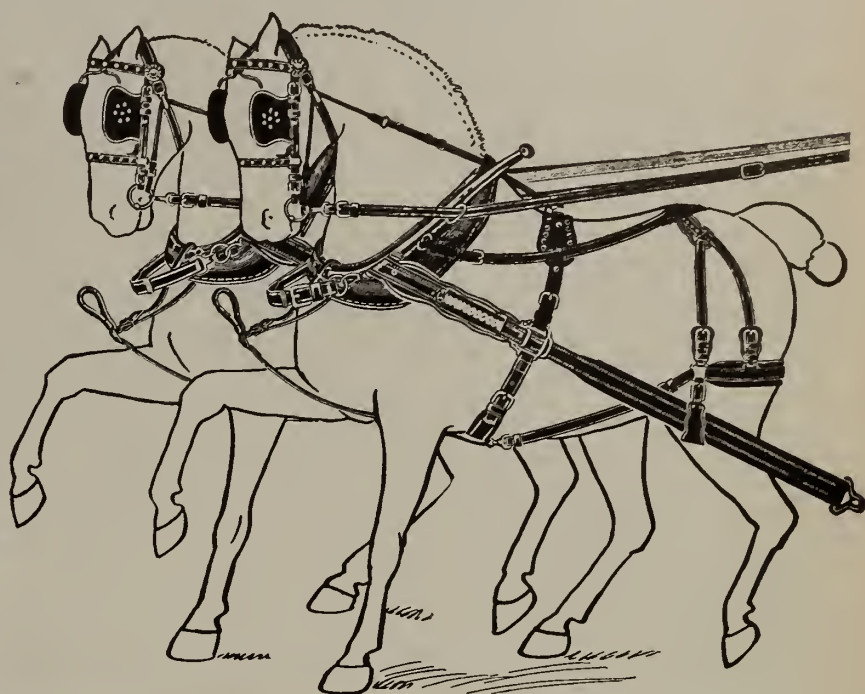
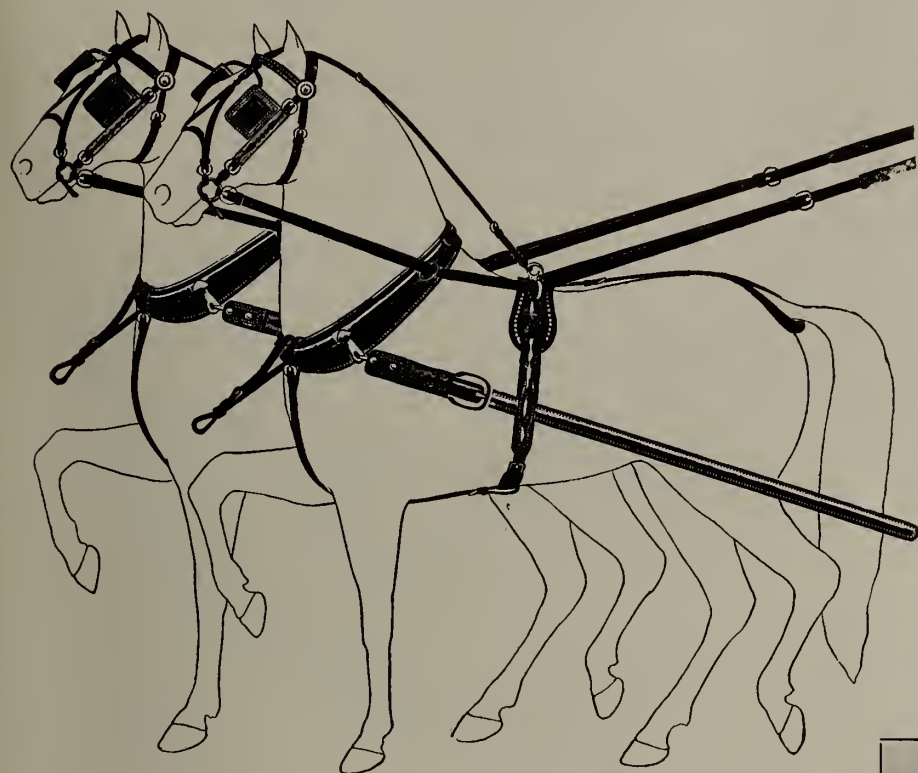
A man vain enough to attempt a complete knowledge and mastery of many subjects foreign to his profession or business is generally superficially informed in all, and superficial knowledge is often harmful to the possessor, because it is opposed to thoroughness.

Therefore, let us choose one business, or trade, or profession, in accord with our aptitude and our mental endowments. Whether that subject be salesmanship, or some other, let us put into it all the energy and will that is ours. Let us study it, analyze it, and bring to bear upon it all our efforts.

The resultant of these concentrated efforts and of this fixity of purpose will be genuine success.

Are You Interested

in Carriages, Cutters, Harness, Horse Blankets, Robes, Etc.? If so, we want to meet you at our Showrooms, **166 Princess Street**, during your visit to Winnipeg Fair, when we will have on display a very complete range of all lines, which will speak for themselves.



Heney Carriage and Harness Co., Ltd.
166 Princess St., Winnipeg, Can. **Montreal, Que.**

Rats!

Rats in Great Britain have become such an intolerable pest and are making such havoc, that the Central Chamber of Agriculture have asked the Government to take up the question of extermination upon a wholesale scale. It has also decided to send a deputation on the subject to the Board of Agriculture. Mr Fitzherbert Brockholes, who moved the resolution, said it was estimated that there were about forty million rats in the British Islands, and that each rat caused the loss of one farthing a day which works out to a total loss of about £15,000,000 (\$73,000,000) per annum. One speaker from Cambridgeshire said he paid one penny per rat and had paid over £20 (\$97.33) in pennies representing 4,800 rats. The destruction of owls and kestrels by game keepers was largely blamed for the increase of rats, which moreover, in addition to their powers of food destruction, are held responsible for the spreading of bubonic plague, typhoid, and even epizootic abortion amongst live stock.

In view of the depredations of the rat in European countries and the appearance of individual specimens in Winnipeg it would seem wise to take immediate steps for checking the north-ward advance of the rodents.

Already they have been reported in considerable numbers at some of our southern towns and there is no doubt that in a very short time they will overrun the country if a war of extermination is not declared upon them.

C. P. R. Earnings.

In round figures the earnings of the Canadian Pacific Railway last year were \$35,000,000 net; its common stock is \$180,000,000, upon which it has paid 10 per cent, 7 from railway operations and 3 per cent from land sales, etc.

At the inception of the corporation, the Dominion Government donated 25,000,000 acres of land located in the various Provinces, and of that acreage only about one-half has been disposed of, leaving 12,500,000 acres yet to sell.

From the lands disposed of the company has collected \$84,000,000, of which it still has \$44,000,000, in cash and notes. Three million acres of the remaining 12,500,000 acres are reported to be worth very little, but by expending, as is now being done, some \$20,000,000 or \$25,000,000, these lands, by irrigation at an approximate cost of \$6.00 per acre may be made worth at least \$30 per acre, thus making that bad land value \$90,000,000. The 4,500,000, acres in British Columbia are

said to be extremely valuable, being underlaid with all sorts of minerals, especially coal, some stating that there is more anthracite in that land than in any similar number of acres on this continent. The company's mining and smelting interests in British Columbia are set down as worth another \$10,000,000, and from one smelting plant alone it derives an income of \$100,000 per month. There are 20,000 acres in Vancouver not set down on its land grants worth \$40,000,000, giving the total of \$50,000,000, in Vancouver alone.

The company has 16 hotels along its line, many of which are unsurpassed, that at Quebec accommodating 500 guests each. at Winnipeg 700, and more than one-half of them are capable of accommodating 500 guests each. The Quebec hotel cost \$3,000,000 and is earning 10 per cent; the Winnipeg, Vancouver, and Victoria hotels each earn \$60,000 to \$70,000 per annum. With the telegraph, express and hotels, all money makers. the company's interest and money-earning capacity is varied, including a fleet of 67 steamships, traversing the Atlantic, the Pacific, and the Lakes, and coastwise, estimated as worth \$18,085,000. It has 16 ships in the Atlantic service, and 4 new ones, larger and better, are being built.

Improved Conditions in Russia

We have so long been accustomed to regard Russia as a country of slavery and oppression that a little good news is doubly welcome. While there is nothing very specific as to the condition of the masses in the following report, it seems to throw a gleam of sunshine over a dreary and desolate land. U. S. Consul J.H.Grout writes from Odessa that—

In nearly every branch of Russian industry there is a growing output and the output does not remain on hand nor does it press down market prices. It finds a ready sale, mostly for cash. Beyond all doubt the standard of living is becoming higher, and not at the cost of the nation's savings, which are steadily increasing. Savings, in savings banks have increased during the past 15 years from \$235,303,500 to \$649,930,000. A good deal of the financial prosperity, it is true, is due to the rising prices of immovable property. Except where such rise in prices is due to improvements made in property it does not necessarily denote an increase in prosperity.

In spite of the reduced area of virgin soil, in which South Russia was so rich, and in spite of much of the land being badly exhausted by constant tilling, the

total of agricultural produce increases at a rapid rate, being more rapid than the satisfactory increase of the population. During the period from 1897 to 1901 there was produced 1,089 pounds of bread cereals per capita, while during the period from 1907 to 1909 it amounted to 1,170 pounds. The exports are greater and at the same time more is being consumed per capita at home. This may be regarded as an indication of increasing prosperity.

Inasmuch as Russia's producers of the middle class are only just beginning to make improvements and adopt more up-to-date methods of production, it is certain that the limit of Russia's production will not be reached for many years, in which respect the country may be compared with the United States, Brazil, and Argentina. The yield of grain was 566 pounds per acre annually during the period from 1897 to 1901, 630 pounds from 1902 to 1906, and 641 pounds from 1907 to 1909. The Russian farmer is gradually coming to sow the more valuable cereals. The increase in the revenues collected on the transfer of property must be mentioned. The great amount of land transferred from the estate owners to the peasant farmers through the medium of the Peasants' Bank is free from such charges.

The Value of Lightning Rods

A. Lindback, Fire Commissioner.

Very frequently inquiries come to my office as to the value and need of protecting buildings from lightning, and in many cases the enquirer evinces considerable scepticism as to the actual value of lightning rods. Referring to the many swindles which no doubt were formerly perpetrated on the farmers and others. No doubt unscrupulous concerns did, in the past, take advantage of those whose business sense and education was rather undeveloped, so that they could be persuaded to sign any kind of promissory note, which afterwards proved to have committed them to a different deal than was expected, or the rod itself was of inferior metal and workmanship, carelessly erected, so that within a short time it became either useless or dangerous, instead of a protection.

All this, however, has been changed of late years; the present generation of farmers have learned their lesson; their knowledge of electricity has increased and through the activity of the Fire Marshals in the States, as well as through the mutual insurance companies there, it has been clearly proven that barns and other isolated high buildings are not struck and do not burn during electrical storms if properly rodged, nor are people or

cattle killed by occupying such buildings. But let it be noticed that I say "properly rodged," which means not only that the material from which the rod is made must be of the best, but the work requires to be done by parties thoroughly versed as to the laws governing this matter.

The value of the material depends first, on the conductivity of the metal used; second, on its power to withstand corrosion, and its effectiveness to protect the building depends on the ground end of the rod having been lodged deep enough so as to be always surrounded by moisture.

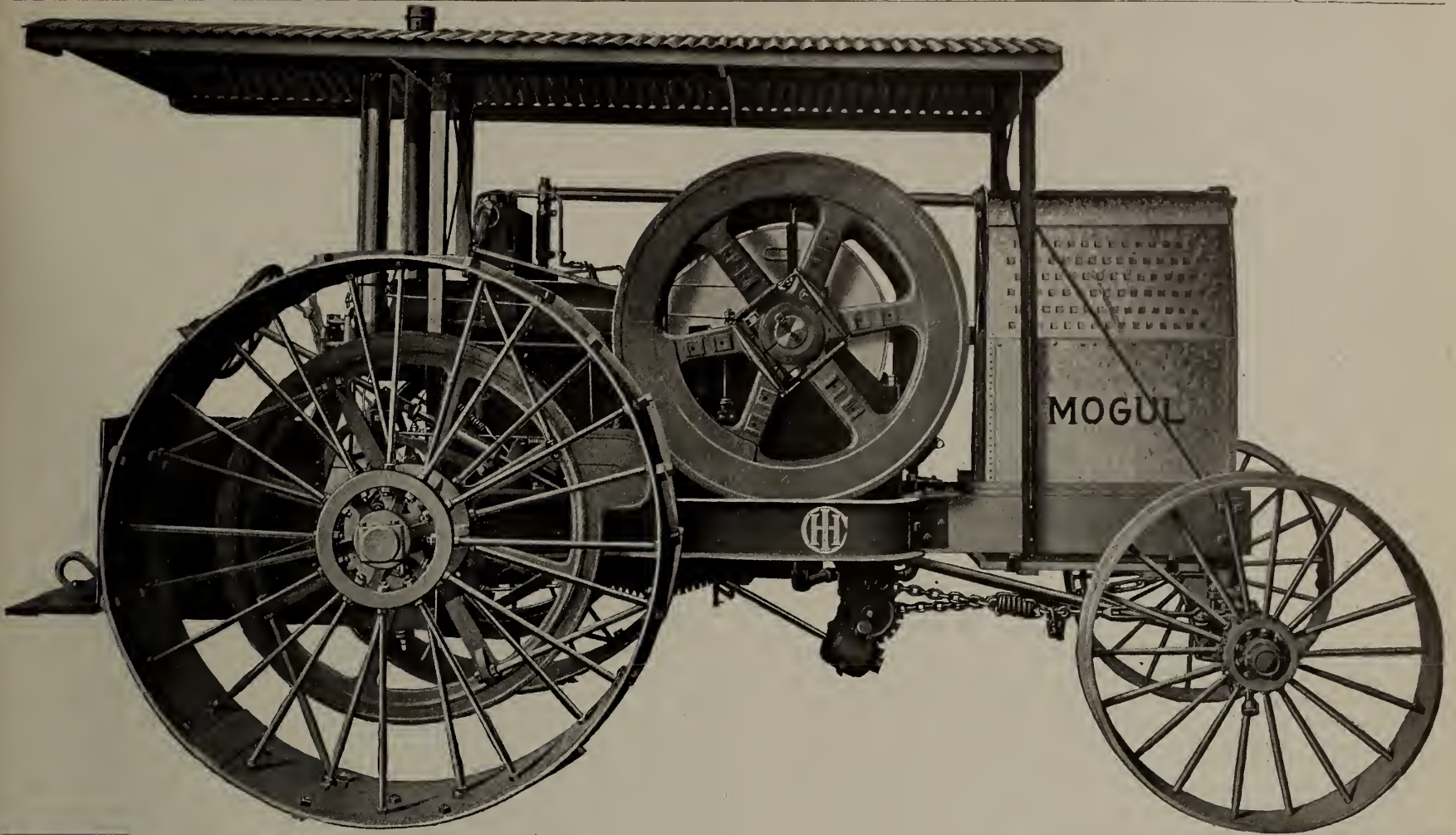
Regarding the conductivity of the different metals, taking silver as a standard at 100, copper is 96, gold is 74, zinc is 28, iron is 16. Both silver and gold are unavailable and impracticable, while copper has long been recognized as filling the bill both as to conductivity and durability.

The cost of rodging a barn with copper lightning rods will vary from \$50 to \$100, but the expense will only have to be incurred once; while the use of any of the inferior metals, although cheaper at the outset, must be considered the poorest kind of economy, as after a few years, when rust eats through such protectors they become a danger to the building they were intended to protect. It will be seen from the foregoing that every one who intends to protect his buildings by lightning rods should investigate the matter carefully before deciding.

According to the Monetary Times, the loss by fire throughout Canada during 1910 amounted to \$23,600,000, an increase of \$5,000,000 over that of the previous year. Estimating the population of the Dominion at 7,500,000, the loss per capita was \$3.14. During the past two years 470 lives were lost in fires in the Dominion.

Buttermaking by Electricity.

A process of butter making by means of electrolytic action on cream has recently been patented by George V. Frye and Frank B. Hinkson, of Lexington, O. Stated briefly, the process consists in the massing of butter globules on the positive electrode, which is suspended opposite the negative electrode in a receptacle containing cream, previously cooled to counteract the heating effect of the current. The electrical current not only collects the butter globules in suspension and in solution, but it also has a "ripening" action necessary to proper butter making. After electrolyzed butter is collected it is worked mechanically to give it the usual marketable form. The process is claimed to produce butter of a superior quality and without waste.



SELL A TRACTOR THAT WINS

The dealer who sells IHC Gasoline Tractors is on the inside track and has the best selling proposition on the market. Not only have IHC Tractors won first place in every competition in which they have entered, but **THEY MAKE GOOD IN THE FIELD.** They are in successful operation in all parts of the country—on the farm and in commercial service, in many cases where other tractors have failed. When you sell an IHC Tractor, you know it will stay sold and make you a friend.

IHC Tractors are made in 12, 15, 20, 25, and 45-horse power sizes.

Write our nearest branch house at once for catalogue and terms.

CANADIAN BRANCHES—International Harvester Company of America at Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, Saskatoon, St. John, Weyburn, Winnipeg, Yorkton.

International Harvester Company of America

Chicago

[Incorporated]

USA



Breaking Ground with an IHC 25-H.P. Tractor



Plowing with an IHC 25-H.P. Tractor



Plowing, Harrowing, and Packing Land with an IHC 45-H.P. Tractor



IHC Tractor and McCormick Binders



IHC 25-H.P. Tractor and Thresher



IHC 25-H.P. Tractor Hauling Grain to Market

Selling Gasoline Engines

The remarkable expansion of the gasoline engine trade in Canada has been frequently commented on in these columns, as has also the fact that this substitute for the hired man is of inestimable value to the farmer. It is gratifying to note that most of the reputable manufacturers are selling their engines through the retail dealer and the latter is now fully alive to the importance of handling this line. Gas Power says the agents who make the greatest success and who have stayed in the business of selling gasoline engines are those who early recognized the necessity of thoroughly familiarizing themselves with gasoline engines, which in their early days were sometimes condemned and received a "black eye" by reason of the agent's lack of knowledge concerning the machine he sold. It was found necessary by some of the largest and most successful gasoline engine manufacturers to establish men of large practical experience at certain points so that they might direct the installation and experting personally, of engines in their immediate territory, and while this was found necessary it was also found to be economy to establish a territory agency, thereby ignoring the local implement men, who were apparently not ready to look upon the gasoline engine as a machine that should be handled by them. But in many localities the implement dealers now recognize the fact that many of their old customers are going elsewhere to buy implements because they had to go to some other dealer to buy their gasoline engine. First of all, there are now enough good gasoline engines of different manufacture on the market for every dealer to represent some reliable concern, and by proper attention and preparation he can secure his share of the gasoline engine trade in his locality. But if he would handle the business profitably he should either make a thorough study of the engine he is going to handle or procure the services of a reliable machine man who can be depended on to do this.

We also believe it is absolutely necessary for a dealer to put a demonstrating engine on his floor of the pattern he is intending to sell so that any prospective customer may come to him for demonstration and instruction on the machine.

If the dealer will simply invest enough of his capital to purchase this demonstrating engine he will feel more interest in the business and will probably sell five engines where he would not sell one without the demonstrator. This little investment will stimulate him to greater activity and open the way to a line of business which will

lead him to new and greater possibilities. A dealer would hardly expect to do much business without a stock of plows, harrows, vehicles and other implements in competition with his neighbor who carried a full line of these supplies. It is therefore evident that the dealer or agent who would do well in the sale of gasoline engines must consider the matter of carrying in stock at least one demonstrating machine if not a full line of the various sizes manufactured by his house. In this way he has something of interest to show prospective buyers, who will be anxious to give him a hearing and ready to place their order when they have had a satisfactory demonstration.

Many dealers and agents object to putting any money into a demonstrating engine because they do not feel assured of disposing of it in a season. If they haven't sufficient confidence in their ability to sell one or more machines during a season by reason of the advantages a demonstrating machine will give them it is of course better that their neighbor who has the confidence, reap the profits to be had from the sales in the community. The gasoline engine is growing in favor each year in every district and the people who see the advantages resulting from the use of it are growing rapidly in numbers, so that it would appear at this time that the logical person to supply the demand is the implement dealer. We recall several dealers who turned their demonstrating engine into a profitable investment, using it for feed grinding power, in which it did the most convincing demonstrating, and it not only drew customers for grinding but brought prospective buyers to see it. We give this suggestion for what it is worth to the dealer who has any intention of entering the gasoline engine power field. It may not appeal to every one who contemplates the handling of these engines, but we can assure such that it can be made a source of profit in this way and provides an excellent opportunity to learn the operation of the engine, which is so necessary and important to every dealer. Manufacturers have found it difficult in many localities to interest dealers who would arouse themselves to sufficient activity to command any business, and consequently they were compelled to offer their product direct to the consumer, which quite often resulted in a sale and the appointment of the purchaser as a local agent.

We recall one instance which no doubt illustrates many parallel ones. Dealers in a good farming district contracted to handle a line of gasoline engines but refused to purchase a demonstrating engine.

They had the agency about three years and sold one engine. A young, active farmer in the same locality wanted an engine but would not buy of them because they had nothing to show him. He made a trip to the factory and bought his engine while there and also secured an agency contract for that locality and sold eight engines the first year. The dealers not only lost their agency contract, but lost the prospect of a sale to these eight customers as well as put a live competitor into their territory who arranged to handle all kinds of implements.

Too Busy.

In the whole vocabulary of commerce, "busy" is the most abused word. It has been the stumbling block in the way of many a success and in its capacity for covering sins it makes charity look like an "also ran." "Too busy" is the excuse of the man who is just as lazy as he dares to be. "Too busy," says one who has so burdened himself with details that should be delegated to others that he lacks the time to properly manage his business. "Too busy" leads some who, because of their archaic business methods, are so far behind in the race that they can hardly keep within sound of the hoof-beats of progress. It is the bluff we throw at the commercial travellers, and the song and dance we are ever giving the public. It is the home-made tribute of self-importance to itself. The public likes a busy store, so one and all claim to be busy regardless of facts; but while playing to the public we must not also mislead ourselves. Every merchant has his busy season, but it remains to be seen whether this "being busy" is simply a bluff or producing results. This idea may amount to self-delusion. There is truth in the statement we have all heard, "he has told that lie so long that he believes it himself." Aside from the moral standpoint of this question, the merchant wrongs himself who gets into the "too busy" habit, for it blinds him to his opportunities and stifles his efforts. — National Hardware Bulletin.

Ontario Wind Engine and Pump Co. Officials go Junketing

The meeting of the officers and branch managers of the Ontario Wind Engine & Pump Co. was held at Toronto, June 12. The following day the whole party made the trip to Dundas, visiting the plant of the Chapman Engine & Manufacturing Co. At this plant the company have a floor space of 85,000 square feet standing on an area

of more than eleven acres. The factory is of recent construction and was erected for manufacture of stationary and portable gasoline engines. While not yet fully completed, it has every facility for the work and is up-to-date in all respects.

On the evening of June 13 a banquet was tendered at the Hamilton Club to the members of the party, including the representatives of the Aylmer Pump & Scale Co. and the Dundas officials. At this function J. M. Reid, Winnipeg, mgr. Ontario Wind Engine & Pump Co., and L. P. Winslow, Calgary manager of the same same company, addressed the party in felicitous terms. On the 14th a private car was chartered which took the party to the plant of the Aylmer Pump & Scale Co. at Aylmer, Ont., where they were made the guests of the town. The whole party was given an auto ride through the surrounding country. On their return, the ladies had a luncheon spread on the bowling green and a banquet was tendered them in the evening at the Brown House, presided over by the Mayor.

Mr. S. H. Chapman is president of these three concerns.

Soil Science.

It is now considered probable that the germination of seeds in ordinary soils is largely if not entirely brought about by traces of ammonia and carbonic acid found in the soil. Late experiments have more fully shown that of the large number of organisms within the soil, some of them, the bacteria, prepare the organic matter for use in the plant. These minute agencies seem to be producing ammonia from the complex nitrogen compounds. True the bacteria are interfered with in their work by the voracity of protozoa found in the soil also but as the protozoa are killed off the bacteria carry on their beneficent work.

Reorganization of Sylvester Company.

The Sylvester Manufacturing Co., of Lindsay, Ont., has been placed in charge of a citizens' committee, headed by James Boxall, assisted by John Carew and I. D. Flavell, of the International Milling Company. This committee has contributed \$100,000 cash to the capital of the company and will direct its business pending reorganization and selection of a general manager. This arrangement will enable the company to complete its sale contracts for the current year and insure its continuance in the manufacturing field. The company manufactures grain drills, gasoline engines and tractors.

ARMSTRONG CARRIAGES.

Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.

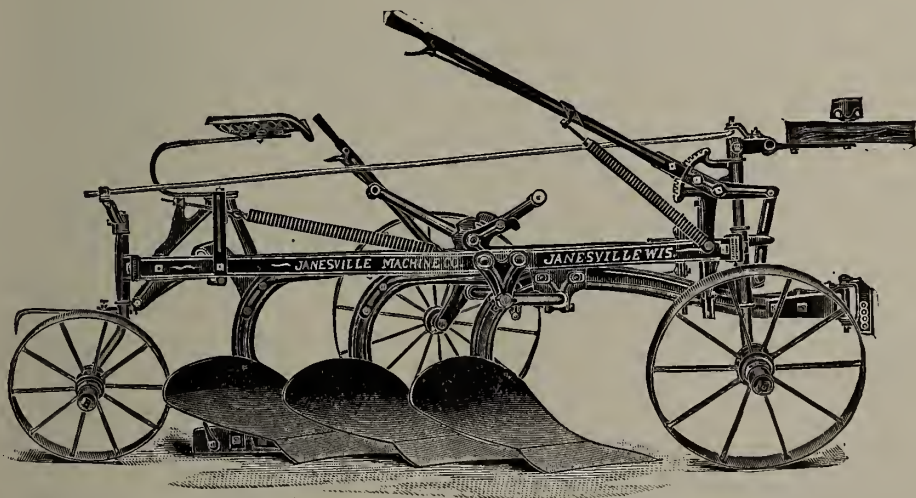


The J. B. Armstrong Mfg. Co., Ltd., Guelph, Canada.

Western Office

Winnipeg, Man.

Janesville Riding Plows



¶ Are specially constructed for the needs of the Western Canadian farmer.

¶ This is not simply a printed statement, but an investigation will convince any one it is a fact.

¶ Some of the **special features** we have given attention to are :

First—Strength and Rigidity so as to stand the hard knocks of a new country.

Second—The way we attach our beams in the frame; you drop the plow bottom point first when lowering and bring it up point first when raising. This enables you to plow in very hard ground.

There are many other features we would like to tell

you about but you must see sample plows to fully understand the value of these improvements.

We will exhibit our line of plows at the following Provincial Fairs: Regina, Saskatoon and Edmonton. Please call and let us show you what we have.

Manufactured by

The Janesville Machine Co., Janesville, Wis.

Canadian Sales Agents :

American Seeding Machine Co., Winnipeg, Man.
(Incorporated)

The Implement Salesman.

It has been argued from time to time that the traveling salesman is about due to disappear. Some of the reasons given are: The improvement in mail, telegraph and telephone methods of communication has brought the retailer and wholesaler so much closer together that there is slight need of an intermediary. The widespread use of the typewriter has caused merchants, who once considered the writing of ten or fifteen letters a day a waste of time, to gradually increase their correspondence from three to five-fold and even more. A letter to the wholesale house can be written and mailed in a few minutes, and the traveling salesman for that house might not be due for a month. If a talk about the various grades and prices, etc., is desired, the long distance telephone is nearly always at hand.

But we find the traveling salesman very much in evidence to day in spite of predictions to the contrary. His business is steadily growing, and the volume of sales which some implement travelers report is astonishing. One has only to read the house organs of some of the larger implement concerns to realize what an important part the "drummer" plays. His methods of doing business have changed considerably, however, and the qualifications for his post are not quite the same as they were twenty years ago. At that time it is whispered he was addicted to poker, story telling and other little weaknesses.

The travelling salesman of today, we believe, is here to stay, and he is characterized by rapid, business-like methods; does not waste any time on frivolity nor attempts to talk a person into buying something he has no use for. F. L. Gross, president of the National Traveling Men's Association, says that in the United States traveling salesmen handle \$140,000,000 worth of goods every week.

The improvements in communication and transportation that once were looked upon as sealing the early doom of the traveling salesman have increased his numbers, his business, and his importance in the world of trade. His territory has been restricted, due to a large increase in population and business, and he has been compelled to work faster. He has become a specialist instead of the former "jack of all sales." His business is to sell a bill of goods to his customer as quickly as possible and get to the next town immediately.

The customer expects him to do this. For the customer has changed his methods, just as the "drummer" has changed his, and realizes that it is better for his

Probably one of the greatest factors in the success of the traveler is his faculty for making friends. Implement dealers are well aware that the road men of the various implement concerns are about the best fellows they meet in business or out of it. It is the strong influence of personality that makes the traveler superior to the mails, telegraph or telephone as a business getter.

Automatic Seed Grain Pickler.

The Dominion Specialty Works have recently opened an office at 820 Union Bank, Winnipeg, to take care of orders for their "automatic" seed grain pickler. This machine, it is claimed, has been successfully operated in the

A Table of Daily Savings at Compound Interest.

Cents per Day	Per Year	In Ten Years	Fifty Yrs.
2 3/4	\$ 10	\$ 130	\$ 2,900
5 1/4	20	260	5,800
11	40	520	11,600
27 1/2	100	1300	29,000
55	200	2600	58,000
1.10	400	5200	116,000
1.37	500	6500	145,000

By the above table it appears that if a mechanic, or clerk, saves 2 3/4 cents per day from the time he is 21 till he is 70, the total with interest will amount to \$2,900, and a daily saving of 27 1/2 cents reaches the important sum of \$29,000. Save all you can in a prudent manner for a time of possible want, but act justly by paying your debts and liberally by assisting those in need, and helping in a good cause.

business not to expect and indulge in the hilarious "entertainment" offered by the drummer of a decade or two ago.

Naturally a number of the old-time "drummers" have dropped out of the race, their places being taken by younger men imbued with the spirit of new methods. A few of the older men have been able to revise their ways and methods, and keep pace with the progress of the profession and the world.

The travelling salesman of today is a more important cog in the business machinery of the country than he ever has been, and his compensation has grown apace with the growth of his importance.

eastern provinces, and has many claims on the consideration of wheat growers. The pickler is self operating, and as long as grain is fed into the hopper the force of gravity does the rest. This result is accomplished by causing the stream of grain to fall from the hopper on to the spirals of a light running turbine, which revolves under the pressure. The treating liquid falls from a tank through a pipe into the interior of the turbine, whence it passes by centrifugal force through openings in the lower edge, spraying the grain at the moment the latter leaves the turbine. Gravity performs the whole of these operations, and all that is necessary is to feed the hopper and keep the tank supplied with formaldehyde solution. The machine is offered to the trade at a very reasonable price, and is substantially built. It should appeal to all dealers.

A New Food.

It is understood that Luther Burbank is experimenting to improve the quality of the seed of the sunflower, believing that the time is near at hand when it will take its place as an article of general consumption, according to the The American Miller. The sunflower is cultivated in Russia for its seed, from which oil is pressed and the residue used as stock food, and more or less attention has been given to the seed by nutrition experts.

But the suggestion is now made that bread from sunflower seed is not only palatable and nutritious, but that it is a real preservative against the physical ills attendant on old age. When one grows old, the weakened circulation of the blood permits deposits to form which not only stiffen the joints but harden the arteries. Olive oil has been used as a sort of solvent to prevent the formation of these deposits. It is now claimed that bread made from the flour of the sunflower seed, combined with the flour of wheat or any other cereal is a short path to the same result that olive oil accomplishes. Bread, crackers and pancakes made from the mixture are said to be palatable and nutritious, and their use removes stiffness from the joints and strengthens the heart action.

It is possible these results do not follow and that the observer is deluded. But if a real path to lengthened life and unimpaired health in old age is ever found, it will lie along this line of a perfect ration that sweeps the system clean of the hardened deposits.

I H C Improvements.

The International Harvester Co. are rearranging their Winnipeg premises. The show room, which was previously on the second floor, has now been moved to the first floor. Partitions have been taken out, posts all boxed in with quarter cut oak and the ceiling metal covered. The main show room is located in the front of the building and now has a floor space of 60 by 60 ft., and gives more adequate facilities for the display of the company's line of farm machinery.

The Right Building Material

for

Houses, Barns, Implement Sheds

Whether you are building an implement shed, a granary or a house or barn, the most **ECONOMICAL** and **DURABLE** building material is "Metallic."

For Barns: Corrugated Steel Siding and "Eastlake" Metallic Shingles make a barn absolutely fire, lightning and weatherproof.

For Houses: Metallic Rock Faced Stone or Brick Siding will give your house the appearance of a stone or brick dwelling. It is easily and cheaply applied and very durable. "A 25-year actual test" has proven "Eastlake" Shingles the best roofing.

All about the permanent roof you want is told in our artistic free booklet, "Eastlake Metallic Shingles." Write for it now."

PHONE GARRY 1450

MANUFACTURERS

1714

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

Mr. Dealer

Cater Can Sell You

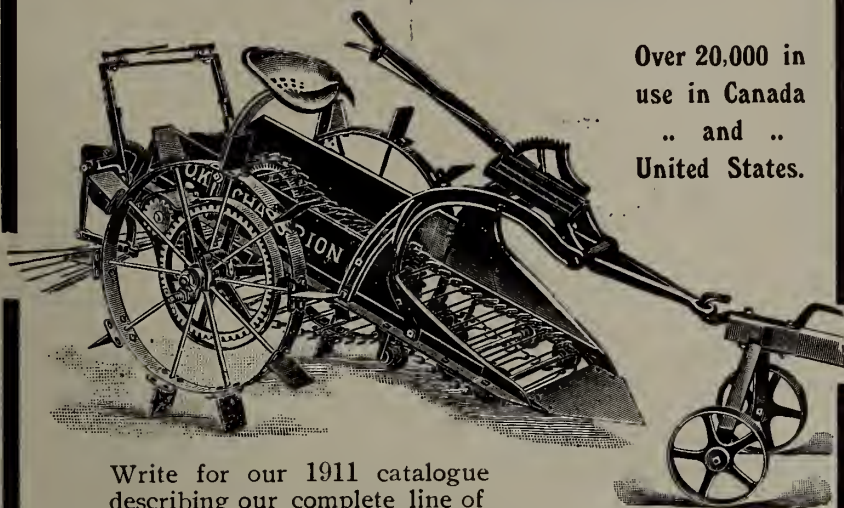
Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order
Brandon Pump & Windmill Works

Brandon Man.



O.K. Canadian 2 Horse Elevator Digger



Over 20,000 in
use in Canada
.. and ..
United States.

Write for our 1911 catalogue
describing our complete line of

**POTATO CUTTERS; PLANTERS;
SPRAYERS; HILLERS and 2 HORSE
DIGGERS**

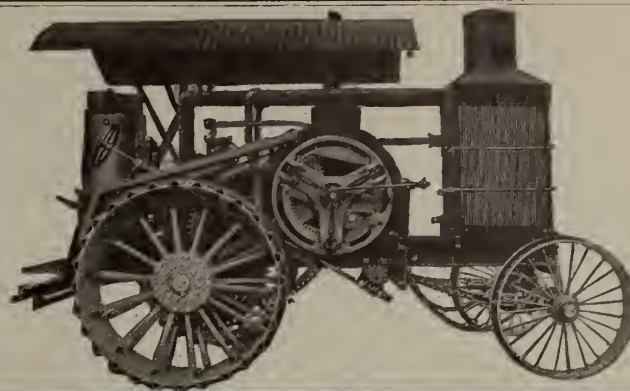
CANADIAN POTATO MACHINERY CO.

LIMITED

GALT

ONTARIO

Transfer with complete stock at Winnipeg.



A TRACTOR FOR BIG FARMS

No doubt you sell to farmers who cultivate large tracts. There's good profit in handling a Hart-Parr Tractor. It makes friends for your business. It holds customers. Complaints are few and far between. No matter where we send them—to Argentina, to Dakota, to Canada, to the Philippines, they fight their own battles because so well constructed, so severely tested, so thoroughly examined before leaving our hands.

The 45 B. H. P. Tractor

equals pulling power of 22 to 25 horses; the 30 B. H. P. Tractor does the work of 15 to 18 horses.

The farmer can plow, harrow, drill, harvest, thresh, haul wagon trains; grade roads, run any kind of mill. He can earn good money working for neighbors.

Our Liberal Agents Proposition—Write for it. We will send catalog and complete details.

HART-PARR COMPANY

36 Main St, Portage La Prairie, Manitoba
or Saskatoon, Saskatchewan.



See Us at The Fair



When we can show you
the superior points of
**AVERY UNDERMOUNTED
ENGINES** and **YELLOW
FELLOW SEPARATORS**.

The following testimonial is an example of the high opinion in which the Avery Engine and Yellow Fellow Separator are held. We have scores such as these, but one will suffice:

HAUG BROS. & NELLERMÖE CO.

WINKLER, MAN, MAY 5, 1910.

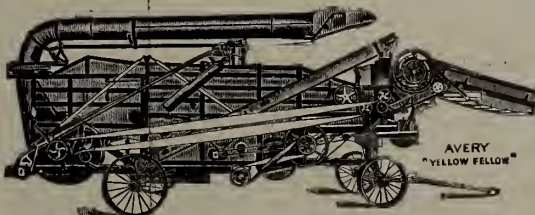
Dear Sirs,—The outfit that my father, Mr. Isaac Dyck, bought of you last fall is the handiest machine that ever came to Winkler. It is a 20 H.P. Undermounted and a 36x60 Separator. I ran the outfit the whole season, and it is the best outfit I ever worked at. The Engine is a dandy; it is just as strong as any 25 H.P. of other makes, and is easier to steam. It has great power, both under the belt and on the road. If some one would ask me what machine is the best, I would surely say the Avery, and if I ever buy a machine it will be an AVERY and a YELLOW FELLOW.

I remain, very truly yours, (Sgd.) JACOB E. DYCK

You Want Information

about our line? Then write us now! Get particulars and agency terms, and then make yourself familiar with our line at the Fair.

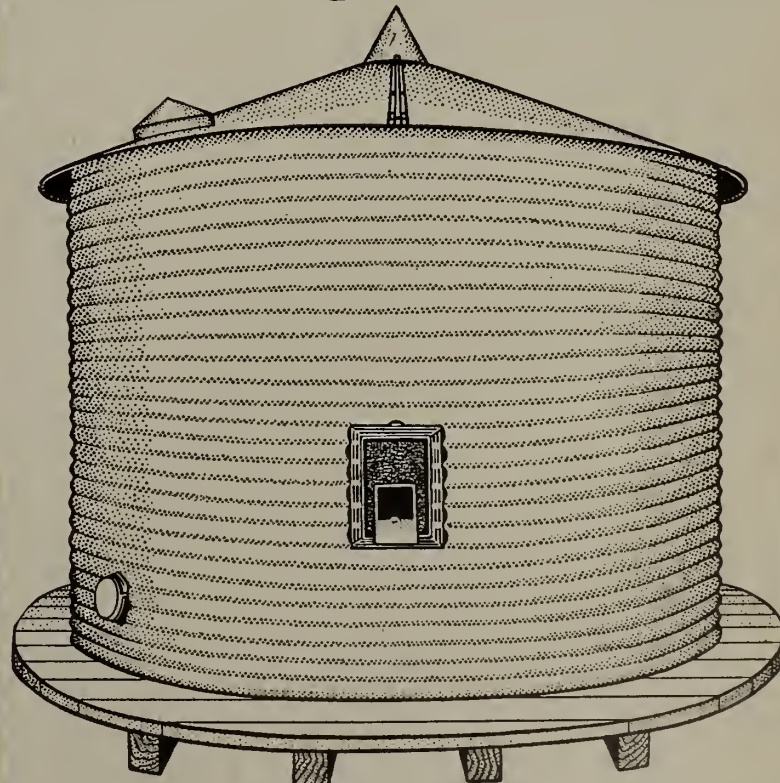
**Make our Office
Your Headquarters.**



HAUG BROS. & NELLERMÖE CO., LTD., WINNIPEG

Transfer Warehouses at Regina and Calgary.

Portable Corrugated Iron Granaries



850 and 1050 bushels capacity

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co. Ltd.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.
WINNIPEG, MAN.

A Necessary Evil.

Credit exists in almost all forms of commerce, and in some cases is indispensable, nevertheless cash is very much preferable. The implement dealer of Western Canada has, from the very beginning of his trade, suffered from abuse of credit, and at the present day this subject probably causes more trouble and contention than anything in the business. It is a matter which every dealer has to settle largely for himself, according to his circumstances, to local conditions, and to the character of the person seeking credit. It would be absurd to lay down any hard and fast rules governing a subject of such diversity, but certain common-sense principles can be followed which will keep the dealer on the safe side if strictly adhered to. It has come to be generally recognised that the personal character of a customer is one of the most important factors in granting him credit, and where this is known, it forms a reliable guide. Caution should be the watchword in the most favorable circumstances, and no goods should be allowed to leave the warehouse without a settlement on paper at any rate. An interest bearing note payable at the most favorable time for the customer to get cash returns for his crops is the best safeguard. When the note matures, the dealer should see that he gets his money promptly. Remember, the longer an account is overdue, the harder it is to collect, and the dealer has to think of his own obligations to the jobber. To keep his own credit good, it is necessary for the dealer to insist on his customers paying promptly. Jobbers and manufacturers will not grant interminable extensions on past due accounts, and dealers who have been too free in granting extensions to the farmer will likely find themselves hard pressed through their own mistaken generosity when settling time comes.

Crop Prospects

The outlook for harvest in Western Canada is very bright, and the implement trade, both wholesale and retail is optimistic over prospects. Crop reports at the end of June indicated that in most sections the condition of grains was at least two weeks ahead of last year, and that everything pointed to a heavy yield. Moisture has been ample in almost all districts, and at the time of writing the young wheat has a splendid appearance, and is growing at a phenomenal rate.

Two hundred million bushels of wheat is predicted by several high authorities, and if no unforeseen condition supervenes, this

estimate should be well within the mark.

In any case, the demand for harvesting machinery will be in excess of any former year, and dealers are now preparing to meet the trade which will accompany Canada's banner harvest.

Come and See Us.

Implement dealers visiting Winnipeg during the forthcoming Industrial Exhibition are cordially invited to give us a call. No doubt a large number of dealers will take advantage of the low railway rates to visit our city at this time and combine business with pleasure, as this is an ideal opportunity to inspect the splendid stock of implements at the various warehouses. We are anxious to extend the glad hand to members of the trade at all times, and the great Fair offers an opportunity to our friends to come and get acquainted. We live on the eighth floor of the Union Bank, but you don't have to climb the stairs! Elevators swiftly convey you to your destination, and our office and staff are at your entire disposal. Come in and talk over trade conditions or any other subject of interest to you.

The Pleasure in Business.

A speaker at a recent convention said, "Making money is not all there is in life; it is the making of it easier and bringing about more pleasant conditions that counts."

Coming from a successful business man these words carry some

weight and are worthy of consideration. The speaker is a man high in association circles and has had the opportunity of seeing what are the advantages resulting from close contact among men of similar occupations. Under such conditions he has learned that narrow prejudices disappear, and the judgment is clarified.

There are those who believe that the mere fact of being in "business" justifies any kind of gouging treatment for their fellow men—either competitors or customers, the ethics of business being summed up in their case, of "skin every one with whom you do business." Such men occasionally make money, but at the same time they lay up a store of the hatred and execration of their victims, in addition to stifling their own finer feelings to such a degree that real pleasure becomes incomprehensible to them.

We cannot afford to do business in such a way. The joys of life are too few for us to lose any of them or cause others to lose them. If every man in business would treat his competitor, the man of whom he buys, and his customers with absolute honesty and courtesy he would be pretty sure to get the same treatment in return. We know from experience that we receive the same kind of coin that we pay out. We are often suspicious of our competitor without cause, and imagine that he ought to get out of the way and give us a clear field, not realizing that his opinion of us is just as flattering. How much better to put a little humanity into our business; to live and let live along with our

money making. By so doing we gain the respect and love of mankind into the bargain. Is not that something worth working for?

The Lesson of a Dry Season.

In no season has the wisdom of proper farming methods been more apparent than that of last year, when loud complaints of insufficient moisture were heard from various crop districts in the three Provinces. The lamentations were based on the alleged unkindness of the weather and little thought was given to the larger question of wise precaution and protection. Hon. W. R. Motherwell, Minister of Agriculture, has insisted that poor tillage has done more harm than the lack of rainfall, and Dr. Saunders, Director of Experimental Farms, confirms that finding. The lesson is being learned slowly but surely, and encouragement is given by a realization that there is an increasing tendency to incorporate business principles into the cultivation of the soil. Steam plows and power machinery of various sorts may have their respective places in the work of opening up the country, but the most profitable and most enduring results are not to be obtained through the use of such devices. Gradually, it is to be hoped, the intensive cultivation of the land will appeal to the farmers as a whole, and when the lesson has been well learned there will be general surprise at the ease with which the change has been brought about. Some day, perhaps, the records may show an approximation to those which in Great Britain are looked upon as common. Many people in Manitoba, Saskatchewan and Alberta seem to be ignorant of the fact that in England practical farmers have little difficulty in raising from 30 to 40 bushels of wheat to the acre every year.

Friendship and Business.

How many of your customers can you salute by their first name? At first glance this question may seem unimportant, especially as the West is not particularly noted for formal courtesies.

We are firmly convinced, however, that it makes a big difference—sometimes the difference between a profitable sale and no deal. If Bill Smith is just plain Bill to you, how much easier it is to use your persuasive powers on him than if you feel constrained to address him as a stranger. In the small towns of the Canadian West, most of the neighboring farmers are well known by sight to the local storekeepers and implement men, but in most cases the knowledge ends there.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager

822-3 UNION BANK BUILDING

Telephone Main 518

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada; Foreign \$1.25 per year.

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, JULY, 1911

It is our contention that the implement dealer should make every reasonable effort to get on terms of intimacy with every reputable person who uses farm machinery.

In a previous editorial we endeavored to show how the dealer can make himself interesting company to the farmers by keeping himself well informed on topics of general interest, but more especially on the problems of agriculture. It is a well known fact that some of the most successful retail implement men are respected authorities on agriculture. In the majority of cases, to arouse interest and sustain it means to foster friendship, and, reverting to our original theme, once your prospect is your friend he naturally becomes "Bill" to you, and the way is made smooth for a judicious change of subject at some opportune time.

There is an old saying, "No sentiment in business," but we believe the bald assertion is altogether too sweeping to be true except in isolated cases, such as dealing with an intentional defaulter. What is friendship but sentiment? And does not friendship lead to better business relations?

We repeat—personal acquaintance of the closest kind is a valuable asset; a part of the astute business man's capital. To know the people and be known by them is of immense value as an advertisement alone, and the retailer in this position has a great advantage over the man who professes the virtue of the clam—keeping shut.

Pay Cash if you Can.

The implement dealer who can pay cash for his stock is able, among other advantages, to make better terms with his wholesale house than the man who opens a time account. Probably the chief reason, aside from the quality of the goods, for the low prices of mail order houses is the fact of their having cash on hand to secure the bargains of the concerns from whom they purchase, although it is a well known fact that many of these so-called bargains are composed of inferior goods. The principle, however, of giving better terms for cash is almost invariably extended to the retailer as well as to the larger business concern. The advantages to the retailer of cash buying are too numerous to mention specifically, but among them are; prompt delivery and substantial discounts. One good feature of the cash system is that credit men know through their associations who are the good payers, so that a dealer opening an account with a concern strange to him is accorded the very best of treatment as soon as his record is ascertained. Just a word on the wholesaler's point of view. He

loses no sleep trying to figure out whether it is safe to trust the cash buyer and concludes to give him the best deal possible every time.

Probably the only strong objection to cash buying by the retailer is the impossibility of cash selling, and we would not recommend the adoption of the principle to any but those who have sufficient capital to carry the farmer for considerable periods and in no case should a dealer do so to the extent of crippling his business for want of ready cash.

Getting Perspective.

Finding out how your business looks to an outsider is a capital plan when seeking for the cause of that kind of depression known as "dry-rot". You have perhaps been sticking so close to your business that you have lost sight of a number of details which go to make either success or failure. We read once a striking simile for this state of affairs, which was substantially as follows: The front elevation of a handsome building, that is, the architect's straight front view showing but

tem and give it a new lease of life.

Alberta Filling Up.

As an indication of the rapid settling of lands in the West this season, it was announced by Mr. Joseph H. Smith, general agent for Ontario of Canadian Pacific Railway lands, that the sales of farming land in Alberta by the C.P.R. the second week of June alone totalled 75,000 acres. As the average price was \$15 an acre the total sum realized from these transactions was in round numbers over \$1,100,000.

Mr. Smith said that these sales were made to all comers and that Ontario farmers were extensive purchasers.

The number of prosperous Ontario farmers who are investing in prairie lands this season is much larger than usual and the departures of small parties of intending buyers of Western lands have been frequent.

Are You Going Ahead?

It is said that no business, or, for that matter, no individual,

DAYS OF CANADIAN INDUSTRIAL EXHIBITION

Wednesday, July 12.....	Opening Day
Thursday July 13.....	Manufacturers' Day
Friday July 14.....	Children's Day
Saturday July 15.....	Traveller's Day
Monday July 17.....	Pioneers' and Veterans' Day
Tuesday July 18.....	Citizens' Day
Wednesday July 19.....	Stockmen's Day
Thursday July 20.....	Americans' Day
Friday July 21.....	Automobile Day
Saturday July 22.....	Closing Day

one side, is at best a flat, tame looking picture, because it lacks perspective or depth. But let a good photographer come along to get a picture of the building, and he will be careful to show two sides if possible, and include a little of the beauty of the surroundings.

This principle applied to business methods would imply that one should occasionally get far enough away from their business, both in spirit and in person, to see more of it. This may sound paradoxical but is in reality simple. To get the proper perspective of one's affairs it is first of all necessary to forget all about them as far as possible; take a vacation, for instance; and come back with the mind absolutely fresh, the senses clear and the physical body refreshed. Things will now appear in a different light. Perspective has been attained, and many sides and phases of the business are clearly visible, together with their faults, which were before hidden. Many a jaded business man has been able by this simple process to put his finger on the leaks and weak spots in his sys-

tem and give it a new lease of life. There must be a movement, either forward or backward. The implement dealer, in these days of rapid expansion, increasing competition and rising prices must beware of imagining that he is doing well enough—that his business is so comfortably established as to provide for his wants indefinitely. This is a policy of drift, and cannot lead in any direction but backward. Such a man will realize some day that he is slipping, losing his grip, the trade it has taken him so many years to build up will quietly, but none the less surely, begin to fade away unless a new accession of activity and up-to-date business methods is introduced. It takes but a short time for a retailer to become a "has been," whereas many years of patient toil are often required to acquire the enviable title "most progressive man in our town." Such a position needs constant care and attention in order to hold it. It means that the merchant is going forward all the time, that he is seeking by every means to make his service more efficient and keep just a little ahead of his competitor.

Personals.

Douglas & Ennis is a new implement concern at Baring, Sask.

R. F. Fraser is starting an implement business at Swan River, Man.

J. A. Milligan is opening an implement warehouse at Ceylon, Sask.

Gilchrist & Gilchrist is a new implement concern at Bounty, Sask.

Wm. Elliott is opening an implement warehouse at Morse, Sask.

P. J. O'Brien has gone into the implement business at Canora, Sask.

Smith & Co. have opened an implement store at Wolseley, Sask.

J. F. McDonald has opened an implement business at Langbank, Sask.

Duck Lake, Sask., has a new implement store run by C. M. Trepard.

A. A. Friesen has started business as an implement dealer at Dalmeny, Sask.

Meier Bros. have commenced business at Star City, Sask., as implement dealers.

W. H. Wiley is reported discontinuing his implement business at Birnie, Man.

McDermid & Thompson have commenced an implement business at Munson, Alta.

S. Roberts has purchased the implement business of Hoffman and McGill at Vonda, Sask.

John Kalk is reported successor to P. A. Sharp, implement dealer at Earl Grey, Sask.

Rideout & Sheck, implement dealers at Perdue, Sask., are opening a branch at Biggar.

Wilson & Geddes, implement dealers at Esterhazy, Sask., have been succeeded by B. Wilson.

The Western Trading Co., an implement concern at Abernethy, Sask., are winding up business.

Geo. O. Davis is reported successor to McKay Bros., implement dealers, at Crossfield, Alta.

O. A. Lee, implement dealer at Bannerman, Man., has been succeeded by Holland & Beaupre.

La Croix Bros. Co., Ltd, implement dealers, are reported incorporated at Prince Albert, Sask.

Robertson and Hurd, implement dealers, are succeeded by Robertson and Tanner, at Marquis, Sask.

W. H. Schuchard, hardware and implement dealer at Vanscoy, Sask., has sold the implement business to G. M. McCurdy.

The Great Northern Supply Co. and the International Lumb-

er and Implement Co. of Swift Current, Sask., suffered loss by fire recently.

S. S. Bean, Winnipeg, manager of American Seeding Machine Co. recently returned from a Western trip as far as Saskatoon. He reports crop conditions to be the best he has ever seen.

John Muir, general manager of Goold, Shapley & Muir Co., spent a couple of days in Winnipeg en route to the Pacific Coast. Mr. Muir was accompanied by his son, W. J. Muir, who has charge of the collection department. They expect to return in time to attend Calgary and Winnipeg Fairs.

F. S. Anthony, foreign sales manager for the Springfield factories of the American Seeding Machine Co., is at present touring Spain in the interests of his company, and altogether expects to spend about three months in Europe. Mr. Anthony has supervision of the Canadian trade of this company.

L. P. Winslow, Alberta, manager, of the Ontario Wind Engine & Pump Co., gave us a call when returning from his Eastern trip. Mr. Winslow expressed himself as being glad to return to the Canadian West after his trip. He is becoming a more pronounced citizen of Canada. While at his old home in Illinois he disposed of the larger part of his property there. Mr. Winslow looks forward to a very material increase in the business of 1911 over that of last year for his company.

Read Your Trade Paper.

There is only one way to use a trade journal so as to get your money out of it, and that is to read it. The man who leaves the trade journal in its wrapper for a week or so after it comes, and when he does open it only skims through it, is not getting anything like the returns for his investment that he ought to get. He ought to read the pages devoted to business talk and suggestions carefully and make notes of the points worthy of future use, or else make a scrap book. And he ought to look through all the advertising pages with an eye for anything that might save him money or enable him to introduce a new and profit-making line. It is by doing this that one can get hold of the new goods in advance of his competitors and secure valuable exclusive sales agencies. The man who is alive to the present low-profit situation ought to be constantly on the lookout for means of enlarging his profit. He should be the first to introduce new goods and the first to take advantage of advertising offered by manufacturers. A copy of the trade or professional journal in the waste basket will do no one any good. — Canadian Harness and Carriage Journal.

Beavers cause Trouble.

Across the narrow mouth of a valley, lying between two lofty peaks in the Canadian Rockies, a colony of beavers built, nobody knows when, a dam, thus confining a lake of considerable size and depth. When the engineers who laid the first transcontinental railway from eastern Canada to the Pacific located their line below the beaver dam, some thousands of feet, they were quite unconscious of the beavers or their work, but, one summer day, the sun melted so much snow from the peaks which walled in the lake, that the beavers' dam gave way.

So great was the flood and so tremendous the momentum gained that nearly one hundred feet of the railway track were washed away. Even to-day one may see, looking down from the roadbed, some of the rails which were swept away, standing perpendicular in the debris, with the ties still attached to them, looking like the ladder of some giant rising into the air. On every mile of the mountain division where such accidents are possible a watchman is constantly on duty day and night, patrolling the track. Within a few minutes of the time that the dam burst, news of the catastrophe was sent to every station on the division and all trains in transit were temporarily sidetracked at points where the passengers could best be cared for.

The Value of the Hay Press.

From a reliable source we quote the following in regard to the value of the hay press.

There has been some discussion as to the real value of the hay press. Inquiry has revealed the fact that it is usually those who have not given the press a good trial under fair conditions, or the small farmer who has a short hay crop with plenty of room to store it, who looks upon the hay press with an unfavorable eye. Another objector to the press is the man who has carelessly baled underdried hay and as a result has had a moldy crop.

The hay press would probably be a burden on the hands of the farmer with a small crop which he can easily put under cover and for such as he it was never intended. But to the big grower, the man who ships in large quantities to city commission firms, or who wishes to store great quantities of hay in the least possible space, the hay press is invaluable, reducing the bulky crop to a form easily handled and readily disposed of.

The fact that railway companies in the Canadian West will only accept baled hay for shipment naturally adds to the value of the hay press as a money-maker. There are enormous

areas of hay land in the West which are at the present time unproductive, but by the aid of the hay press the growth on these tracts is at once transformed into a valuable, marketable product. Consequently the farmer who is compelled to travel a considerable distance to cut his hay, and spend perhaps a week or two at the task, might profitably invest in a hay press and bale as much as possible for shipping to market, while putting up sufficient for his own requirements. It would thus appear that the hay press can easily be made to pay for itself and make the annual haymaking a profitable operation, rather than a laborious, but necessary task.

The chief point to be guarded in baling hay is that it is not underdried. It should be thoroughly cured and dried before it is put into bales and especially is this precaution necessary where hay does not dry rapidly. In the hot, dry climates there is little danger of baling hay while it is in a condition to mold.

We have heard directly and indirectly from men who highly favor the use of the hay press. One correspondent claims that it has been his experience that hay damages in stack from the ground moisture and that farmers generally have considerable timothy damaged in the stack from absorption. He is anxious to get his hay baled as soon as possible. A large number of farmers bale their hay from the field and especially where they are in the habit of shipping it. Several of the large growers report very favorably in regard to their results from the use of the hay press.

Canadian Hay in United States.

From Fort Erie, U.S. Consul Horace J. Harvey writes that thousands of tons of hay have been shipped to the United States from Ontario and Quebec during the last three months. There probably would have been a hay famine in the United States had it not been for Canada's surplus. Canadian exports of grass and clover seeds for six months past have been very large, prices in the United States being nearly double the usual.

Losses Caused by Rust.

British investigators estimate that the rails of a single railway system in England lose 18 tons in weight every day, and that the larger part of this loss is due to the effects of rust. The problem of rust is of great economical importance, not only because of such losses as that just mentioned, but also because of the great

expense involved in repainting iron and steel structures in order to preserve them. Thus \$10,000 a year is spent in painting the great Scotch bridge over the Forth. Recent experiments indicate that pure iron in the presence of pure oxygen does not rust. It appears to be necessary for the production of rust that some acid, notably carbonic acid, shall be present. When iron is subjected to the action of water containing traces of acid, and in the presence of atmospheric oxygen, it always rusts.

The Blessing of Work.

I have no quarrel with work. In point of fact, I am positively convinced work is man's greatest blessing, says Clarence Taylor.

Work keeps the body healthy; the mind steady. When the heart is sick—work. When hope is dim—work. After failure, get up and work. Go at obstacles on the run. Tackle impossibilities hard. Measure today by last year, four years ago. If progressing, fine; work. If losing, too bad; work harder. Be glad that you have work to do.

And, if you haven't any definite work, find it quick, and get at it.

Work is a great joy; verily, the greatest. But you want to do things that you like. In these strenuous times a division of effort is a scattering of results.

Sit down and think this over. Be honest with yourself. Are you in love with your work—are you getting out of your business all the possibilities which it contains? Could you not be more successful if you worked harder?

Some men work on impulse or passion, while others do things by thought. Impulse and passion often seem more powerful, but they are intermittent. It is living on stimulants, as it were. The result is, they soon expend themselves—while study, deliberate thought and consecutive work win out.

Mark yonder thinking man. He has a goal for his ambition; so has his friend. But the latter is in a hurry to reach it. He wants to go by fits and starts—by jumps and leaps—with as little hard work as possible. The former sets a pace and keeps it up. And on the home stretch you will see him coming in with an easy canter, while his friend drops out of the race.

Work! But you have got to keep out of the rut, and do things differently from the average. Take no stock in ancient methods. Have your own way and let it be the best way. Strike off on original, untrodden paths. Use your own brains. Pay no attention to what anybody else may say if you feel sure your ideas are good ones.

Finally, if you have done your work, and earned leisure, and are not worn out, don't rust out. Travel; study; write; lend a hand; help somebody somewhere, somehow.

That is living?

Work never killed anyone, but the lack of it has destroyed many.

Tact in Business.

Tact is a kind of intuition, by which its possessor can do at once, and often better than those who have had long experience, but are deficient of tact, things that require alike cultivated taste and judgment. Many men seem able to know intuitively the best thing to be done in any emergency. They have clear heads, with power to sift well whatever goes therein; their eyes have been attentive, and are in the habit of looking into everything, and so they bring all their forces into life's daily battle. These men will understand everything, they are no loiterers in the world's workshop, dawdling about, but men with a vocation in life, which they willingly accept, and mean to follow with all their might.

Doing things Now

That old saw about procrastination appropriating the fleeting moments is no doubt overworked,

but as long as humanity survives it will probably hold good.

It is one of the commonest of our failings to put off until to-morrow what we might easily do to-day—with a little extra effort, and if we examine the systems and organization of great business houses we find that one of their principal aims is to clear up the business on hand and be done with it without delay. If promptness is essential to business on a large scale it would seem still more desirable to the small retailer, who has everything yet to attain. "Do it now" is to be seen tacked up in many offices, both great and small, although it is questionable if this form of suggestion has any results. The fact remains, however, that attention to details right away saves endless worry, losses, and helps build up business.

If you have just been notified that your fire insurance policy lapses in a few days, attend to it immediately, do not put the matter off until to-morrow, something may distract your attention from the subject and cause you to forget it—and the fire often occurs just at the moment when protection is lacking.

Examples might be multiplied indefinitely to emphasize the importance of our theme; we will conclude by saying that we live in a country and at an epoch when the things we do to-day are those

that count. The past is dead, the future lies hidden behind a veil. Do it Now.

Medals for Dairymen.

The dairy branch of the Saskatchewan Department of Agriculture is offering this season eight silver medals for competition among the patrons of the various government creameries. The medals will go to the patrons supplying the greatest number of pounds of butter fat per cow per six summer months. No entry fee is required. The competition is under the direction of W. A. Wilson, Superintendent of Dairying.

Remarkable Invention.

A machine which has recently been perfected may do for human liberation more than could be accomplished by the laws of many states or the benefactions of many philanthropists, the Outlook says. This is the mechanical cotton picker. The possibilities which lie latent in this bit of machinery are more credible when it is remembered what a social revolution was produced by another cotton machine—Eli Whitney's cotton gin. It is said of the earlier invention that it created the slave power. Of the later invention it is predicted that it will wipe away the last vestiges of slavery.

The cotton picker is the invention of a Scotchman, Angus Campbell. For twenty years he has been at work upon his idea and at last has succeeded. The machine he has constructed will discriminate between ripe and unripe cotton, between leaves and cotton bolls, and will injure neither cotton nor plant. By means of it one man can do the work of fifty human pickers.

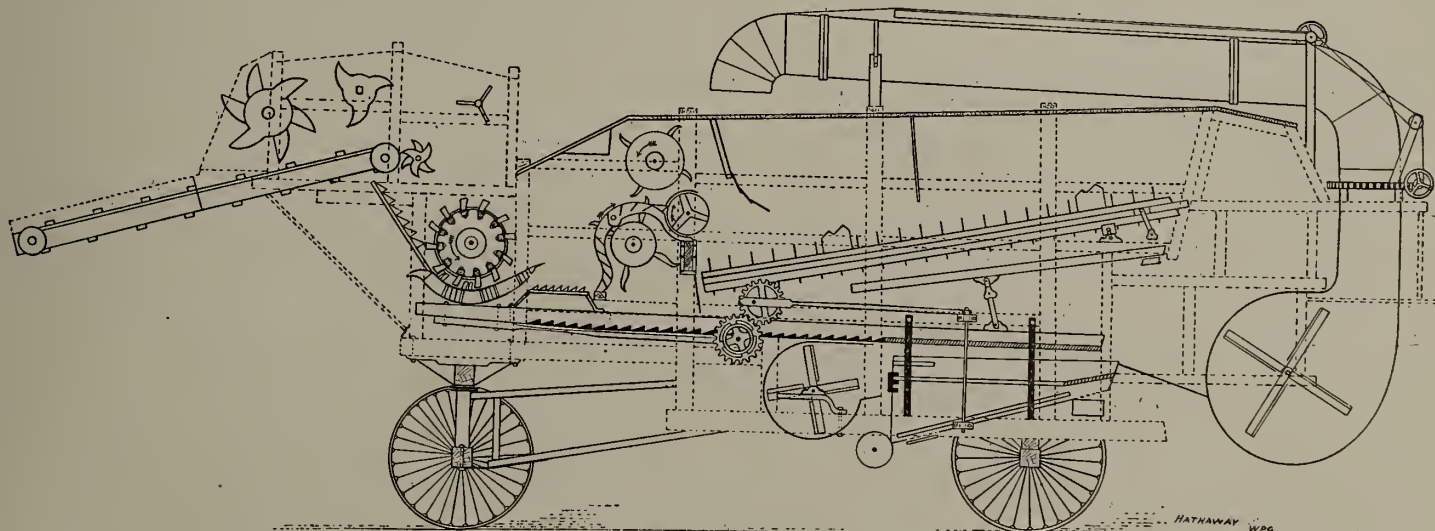
At a dinner recently given in New York by Mrs. Theodore H. Price, the well known cotton expert, Dr. Seaman A Knapp of the department of agriculture, and Mr. Cavanaugh of the International Harvester Company—the one the practical scientist, the other the able business man—both testified to the efficiency of the machine.

A Source of Revenue.

An old farmer had a bad mud hole on the road near his front gate, but never made any attempt to grade it up. A road inspector passing that way got mired in it. As the farmer came out to assist him, the inspector with some heat said: "You ought to be ashamed of such a bad hole right at your gate!" "Hold on!" said the farmer, "I have almost paid the mortgage on my farm drawing automobiles out of that hole."

Waterloo Threshing Machinery

THE FAMOUS "LION" BRAND.



SKELETON VIEW OF "MANITOBA CHAMPION" SEPARATOR. Made in two sizes 36 x 56 and 40 x 62

Steam and Gasoline Engines ranging in size from 14 to 30 h.p.

Separators in sizes 28-42 to 40-62.

Wind Stackers, Feeders, Baggers and Drive Belts.

"Champion" and "Manitoba Champion" Separators, Best Grain Savers on the Market.

Write for Catalogue.

HEAD OFFICE AND FACTORY
Waterloo, Ont.

BRANCH OFFICES AND WAREHOUSES
Portage La Prairie, Man., and Regina, Sask.

THE WATERLOO MFG., CO., Limited.

Calgary.

E. A. Mott, western general manager for Cockshutt Plow Co., was delegate to the Associated Boards of Trade Conference at Lethbridge in June, and while West took the opportunity of spending a few days with the Calgary branch, and also in Edmonton.

John Atkinson, manager of J. I. Case Co., Alberta branch, was a business visitor to B.C. points in the Okanagan Valley recently.

A. W. Trickey, manager of Massey Harris Co.'s Southern Alberta branch at Calgary, has been spending a considerable portion of his time recently visiting at his local agencies and with his travellers. He is greatly pleased with conditions and crop prospects.

W. J. Craig, of the collection staff of Frost & Wood Co. at Winnipeg, spent a short holiday in Calgary recently. It was his first visit to Calgary, and he was quite pleased with Alberta so far as he saw it.

Alex. Legg, assistant general manager of I.H.Co. at Chicago, accompanied by J. F. Jones, Canadian division manager, visited with the Central Alberta branch at Calgary in June, on a tour of the Western branches.

Thos. Cull, manager of collections for the Cockshutt Plow Co., spent several days with the Cal-

gary branch at the beginning of July.

W. J. Botterill, of Red Deer, formerly a well known implement man of Red Deer, was a business visitor to Calgary recently. Mr. Botterill is now in real estate at Red Deer, and is doing a splendid business.

J. A. Latimer, manager of Cockshutt Plow Co.'s branch here, has returned from an extended business trip to the coast and other B.C. points. Mr. Latimer was away several weeks, and was accompanied by Mrs. Latimer.

The regular July meeting of the Alberta Wholesale Importers and Carriage Dealers' Association was not held on the regular night as it fell on July 1st, which was a holiday, but was postponed one week, and held July 8th.

The Calgary Fair, which is to be held from June 30 to July 7, is being opened at the time these notes are being written, and with good weather the Fair will be a record one for Calgary—and Calgary has been the last few years the home of some of the best fairs in Western Canada. The entries this year number over 3500—which gives a slight idea of the extent of it. Fuller particulars of same will appear in our next issue.

E. Harry, of the well known implement firm of Harry & La Riche, Sedgwick, was married in

Strome on Wednesday, June 28, to Miss Edna Kyle, of Strome, and spent a few hours in Calgary on his honeymoon trip to his old home at Armstrong in the Okanagan Valley, B.C., where he will spend a few weeks' holiday.

Crop conditions throughout Alberta continue to be as excellent as last month, and practically every section of Alberta has been favored with exceptional crop and weather conditions, so that never before in the province have crops looked so well this season of the year. There has been scarcely a week when a good rain did not fall in every section and weather between rains has been warm. The result is a wonderful growth of both hay and grains—until now a bumper crop is practically assured. Even though there is no more rain until harvest the crop is safe.

Wm. Butterworth, president of the John Deere Plow Co., was recently in Calgary completing arrangements for enlarging the company's branch at this point.

Mr. Butterworth was accompanied by H. W. Hutchinson, of Winnipeg, general manager of the company for Western Canada, David Drehmer, Winnipeg, assistant general manager, and several other heads of departments.

The addition will be a four story structure of similar appearance to the present Calgary branch, and when completed will have a frontage of 125 feet on Tenth Avenue by 130 on First Street East. The present building has 60 feet frontage, so that adding 65 feet will take in the whole corner. The new entrance will be placed diagonally across the corner, while the front part of the addition will be devoted to large showrooms for the display of carriages, implements, etc.

Coronation Souvenir.

The International Harvester Co. have issued a Coronation Souvenir in the form of a very attractive 16-page booklet. The front cover is handsomely lithographed in several colors, the design showing the British ensigns draped round a maple leaf. A crown is also embodied, and the I.H.C. trade mark occupies a conspicuous place. A fine half tone of the historic Westminster Abbey embellishes the back cover and excellent portraits of the reigning Royal family and the late King and Queen occupy the first two pages of the book. Perhaps the most interesting feature of the souvenir is the reproduction in half tone of England's Kings from William I, 1027 to William IV, 1837. Thirty-six portraits are embraced in this long line of rulers, forming a unique gallery. Some space is naturally devoted

to the I.H.C. line of farm machinery, and is finely illustrated. Dealers should write for a copy of this work of art.

Winnipeg Horse Show.

The seventh annual horse show here was pronounced a great success by all who attended, a very satisfactory feature being the manner in which the prizes were scattered. The attendance every day was excellent, and June 10, the closing date, was marked by enthusiasm and excitement over the high jumping controversy between the Cameron and Lowes stables. The grand championship was carried off by Lady Tuck, owned by F. C. Lowes, of Calgary, who placed 13 wins to the credit of his stable, the majority of which were captured by Lady Tuck and Calgary Lass. D. C. Cameron was second with 11 winners, and the Chipman stables third, with 9.

Local and visiting implement men were delighted with the display of horseflesh, which was undoubtedly the finest ever brought together in the West.

Canada's Great Problem.

"The greatest problem before Canada to-day is how to harvest the Western wheat crop," said Mr. C. E. E. Ussher, General Passenger Traffic Manager of the Canadian Pacific Railway, who was in Winnipeg recently.

"Ontario has supplied 75 per cent. of the harvest help of the West heretofore, but at present not more than one-half of what is needed for Ontario alone has been supplied. The task of caring for the Western grain crop of 1911 will be a gigantic one, and at present it is giving Western people grave concern.

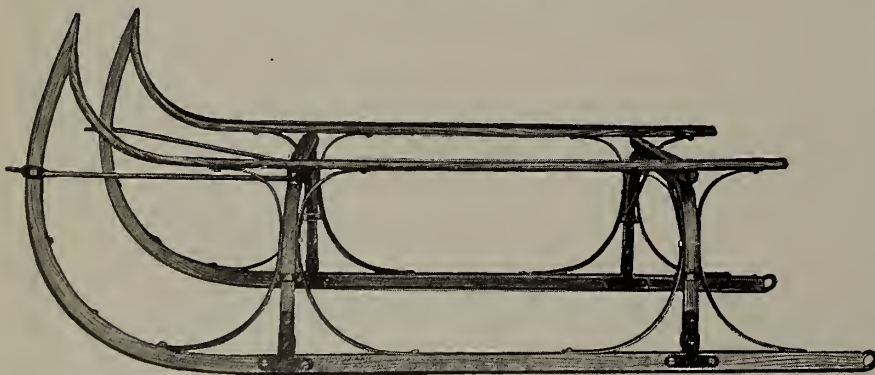
Bankers, usually conservative, are seemingly assured the harvest will fully meet their highest estimates. They are a little concerned over the monetary question involved in handling the 200,000,000 bushels estimated for this year's crop, when 100,000,000 bushels in past years have taxed the financial interests to the fullest extent.

Testing Alfalfa.

This spring the Manitoba Agricultural College has sown ten plots of alfalfa at different points in Manitoba. The plots are each one acre in extent and are provided by the Agricultural Society at the point where the plot is located. The seed and inoculated soil are provided by the College. Professor Bedford and a member of the field husbandry department have charge of the work. No doubt exists in the minds of agricultural experts but that Manitoba and Saskatchewan

A NEW IDEA**Favorite Knock-Down Cutter Gear**

(Stronger than it needs to be)



Set up ready for use

All wooden parts of selected hickory.

Furnished with shifting bar to take ordinary shafts or pole.

Runners $1\frac{1}{4} \times \frac{3}{8}$; knees bent $1\frac{1}{4}$ in. square reinforced with $\frac{7}{8} \times 3$ -16 steel scroll braces.

Shoeing $\frac{7}{8} \times \frac{3}{8}$ steel; track 3 ft. 2 in.; run 5 ft. 2 in.; length 6 ft. over all; height 18 in.

Painted carmine and striped.

By shipping in the knock-down it saves freight, it is easily set up and easily dismantled.

Any ordinary buggy body can be attached in a few minutes.

The price is low. If it appeals to you let us know.

D. Ackland & Son, Ltd., Winnipeg

will eventually raise this legume in large quantities.

The Land Department of the Canadian Pacific Railway is also experimenting with two varieties of alfalfa, one variety being secured locally and the other being the well known Grimm alfalfa seed, imported specially from the United States. The varieties will be tested on a six acre plot of ground adjoining one of the Com-

pany's townsites. Seeding was carried on under expert supervision and ideal conditions, and the result will be watched with interest. The soil was first inoculated with soil supplied by one of the Dominion Government Experimental Farms.

Now is the time to sell the buggies. You can do it if you work hard enough.

Obituary.

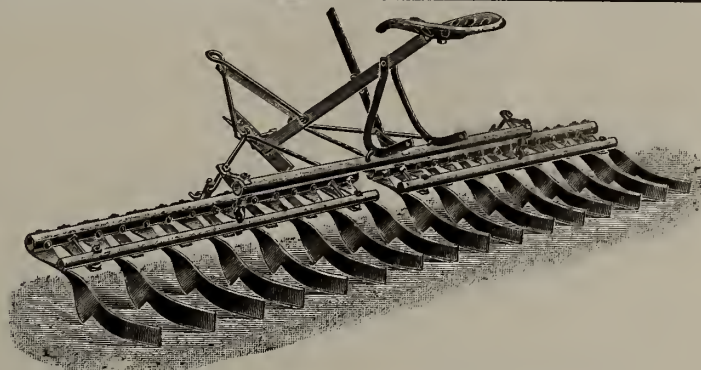
The death occurred in Chatham, Ont, on June 11, of James Scott Gray, secretary-treasurer of the Wm. Gray & Sons Carriage Co. The late Mr. Gray was a comparatively young man, and was the second son of the late William Gray, founder of the carriage industry bearing his name. One brother survives—

Robert Gray, president of the Company.

How about the wind mill business? Can't you work up a good trade in your territory? In selecting a wind mill its ability to withstand wear and tear and the probable cost of repairs are important points to be considered.

MR. DEALER:

You should be selling
The "ACME" Harrow.



PRICES WITHIN THE
REACH OF EVERY FAR-
MER, still a good profit
to you on a small
investment.

NO IMITATIONS, the "ACME," being the only tool of its class, your local agency for the "ACME" will have the field to itself; your customers with their "ACME'S" working advertisers and salesmen for you, **BECAUSE**, from the farmer's standpoint, better crops result. Maximum yield per acre of any crop is obtained where the soil is prepared with an "ACME," it being a Harrow suited to every condition of soil and every requirement of soil preparation after the plow.

FOR IRRIGATED LAND, producing the ideal surface condition of a perfect seed bed for seeding.

FOR DRY FARMING, being the best Harrow for proper conservation of moisture, thoroughly packing the under soil turned over by the plow, leaving no voids, or air spaces to break the upward attraction of water, leaving the surface in a perfect mulch, thoroughly pulverized.

FOR PRICES and TERMS TO AGENTS, write **GENERAL AGENTS** for your Territory.

THE JOHN DEERE PLOW COMPANY, LIMITED,

Winnipeg

Calgary

Edmonton

Saskatoon

Regina

Lethbridge

DUANE H. NASH, Incorporated, 107 Division Avenue, Millington, N.J.

We Initiate and Originate, But Do Not Imitate.
SEE US AT THE LEADING FAIRS.

The **KRAMER** is the Pioneer, Best Known
and Only Reliable Rotary Plow Attachment.

Order Now For Fall Trade

You can well afford to push the sale of the Kramer Attachment. It means dollars in your pockets.

The Kramer is especially effective when used in connection with Fallowing, Backsetting and Stubble Breaking. In the preparation of the Seed Bed for fall sowing it combines the functions of the **harrow**, **packer** and **pulverizer**, and pays for itself in a few days.

The Dealer's Opportunity

It doesn't take the dealer long to sell one of the Modern Kramer Attachments.

The farmer is becoming acquainted with its splendid work and labor-saving qualities. He has been reading about it in his farm paper. He has been learning about its reliability and efficiency. The farmer is already a prospective customer.

If New and Powerful Models, the right kind of prices and terms appeal to you, write for particulars. Do it to-day.

THE KRAMER CO., Winnipeg, Man., and Paxton, Ill.

JOHN DEERE PLOW CO. LTD.

Winnipeg

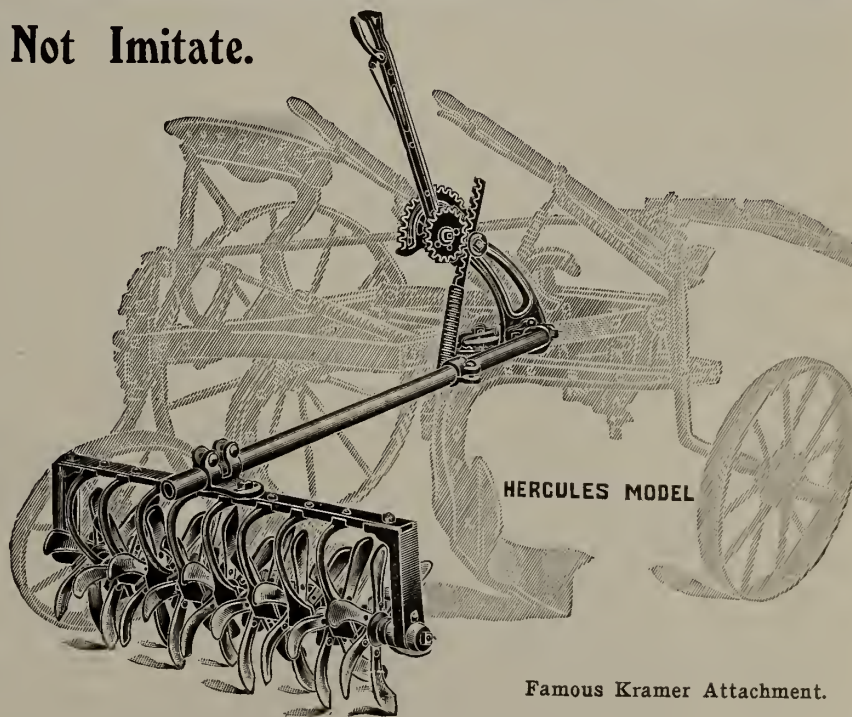
Regina

Saskatoon

Calgary

Edmonton

Lethbridge



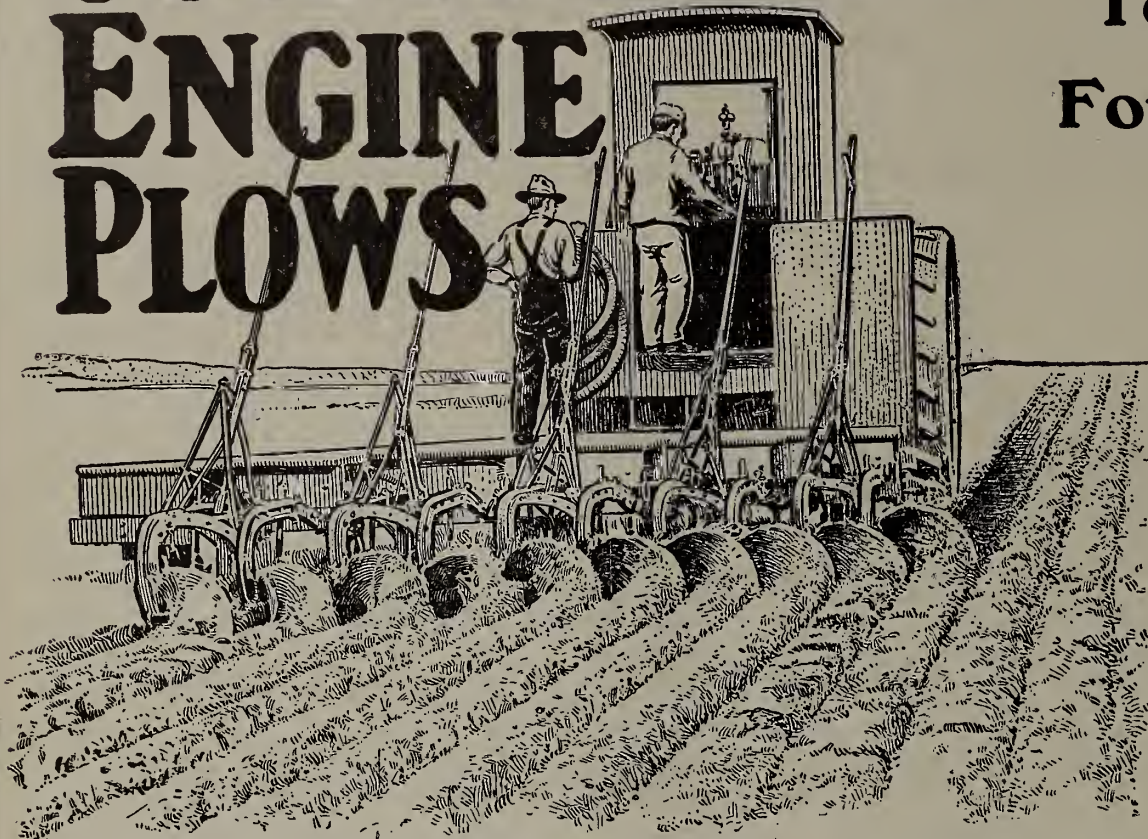
Famous Kramer Attachment.

JOHN DEERE ENGINE PLOWS

Four, Six, Eight,
Ten, Twelve, or
Fourteen Bottoms

Equipped With

Deep Suck, Quick
Detachable Shares
Handiest Feature
Ever Put on an
Engine Plow.



USE JOHN DEERE ENGINE PLOWS

Because these plows have the longest successful field record back of them, and more of them are in use than of any other make, which is the best evidence of their efficiency.

Because it is a safe bet that farmers generally will not buy an implement unless it has been proven satisfactory.

John Deere Engine Plows are very strong, pull easy, handle easy and do the finest kind of work.

They are strong because of the high grade material used.

They pull easy because **John Deere** bottoms are light in draft.

They handle easy because there is only one lever for each pair of plows and every other desirable convenience is provided.

They do the finest work because the pulverizing and turning qualities of **John Deere** bottoms have never been equalled.

QUICK DETACHABLE SHARES ARE A GREAT ADVANTAGE

It takes a lot of valuable time to change shares on an ordinary engine plow.

John Deere Engine Plows are equipped with **quick detachable shares** which can be changed in one-fifth the time usually required for other makes.

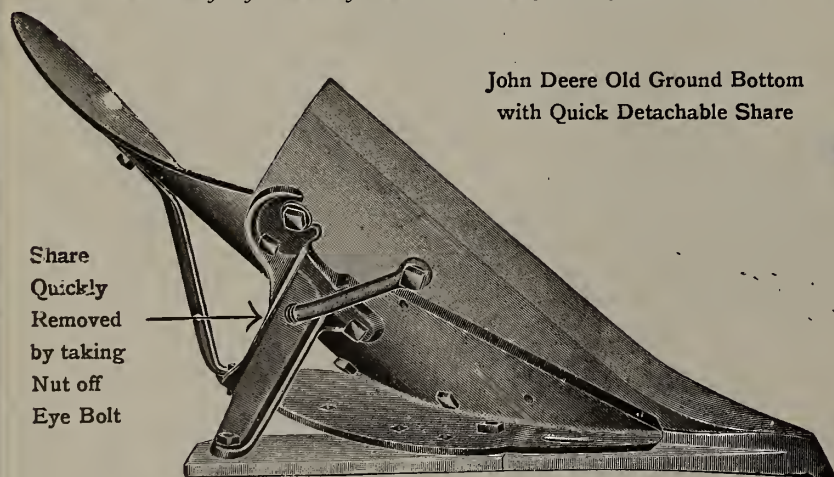
Each share is removed by taking off one nut, which is easy to get at, instead of four nuts inconveniently located.

Illustrations below give you a good idea of this feature.

Another thing, the one eye bolt holds the share more securely than when bolted to frog in the old way.

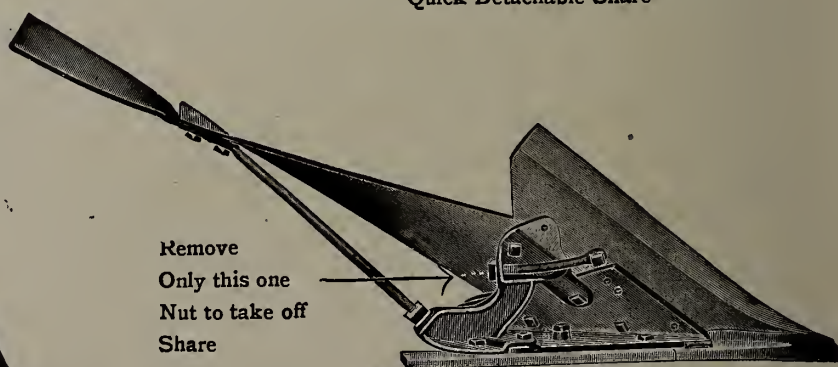
Think of saving 80% of time ordinarily required to change shares. This means a lot—especially when in a hurry.

Write us for further information or send for Engine Plow Book. This book contains all available valuable information on Engine Plowing.



John Deere Old Ground Bottom
with Quick Detachable Share

Share
Quickly
Removed
by taking
Nut off
Eye Bolt



John Deere Breaker Bottom equipped with
Quick Detachable Share

Remove
Only this one
Nut to take off
Share

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

We are not exhibiting at the Fair but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

EVERY IMPLEMENT AND VEHICLE DEALER IN WESTERN CANADA

WILL BE MADE HEARTILY WELCOME AT OUR SHOWROOMS

110-120 PRINCESS STREET

NEVER IN THE HISTORY OF CANADA HAS SUCH A MAGNIFICENT DISPLAY OF FARM MACHINERY AND VEHICLES BEEN AVAILABLE TO RETAILERS. OUR NEW MODELS OF 1911-1912 CUTTERS ARE STRIKINGLY ELEGANT.

WE INVITE YOU TO MAKE YOUR HOME IN OUR BUILDING DURING THE FAIR. HAVE YOUR MAIL AND TELEGRAMS ADDRESSED IN OUR CARE.



Wherever Hay is raised dealers can make money selling

THE GREAT DAIN LINE

OF HAY TOOLS

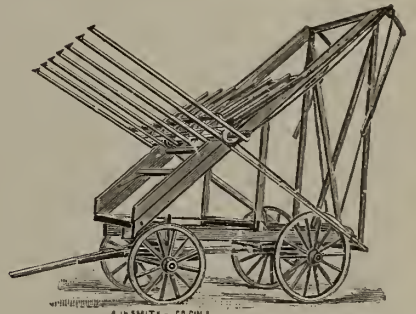
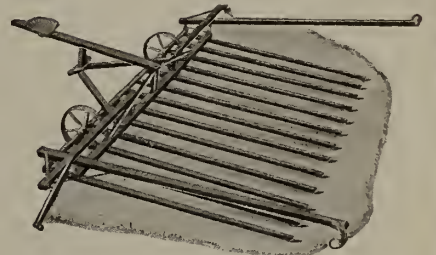
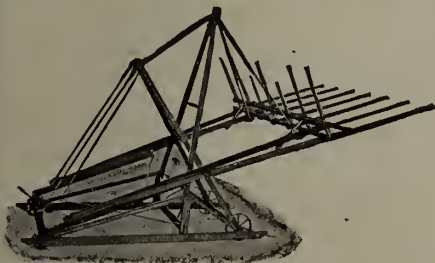
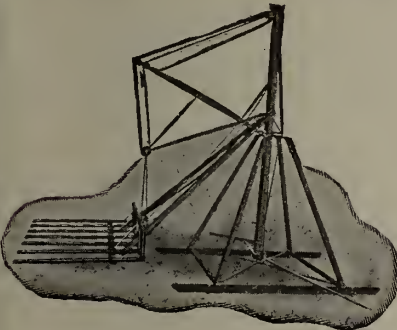


The TIME, HAY, and LABOR SAVING features Dain Tools possess and the supreme satisfaction they give the users, will spread a reputation for efficiency over your entire territory and will cause haymakers to come to you for DAIN Tools.

The Dain Line comprises a variety of tools from which any haymaker's requirements can be supplied with equipment especially adapted for his use.

Write at once and secure the agency for this money-making, trade-building line of Hay Tools.

The Dealer selling this line of Haymaking Machinery will control the trade of his District.



JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

We are not exhibiting at the Fair but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

Reindeer Sleighs



No. 28½ Reindeer Sleigh
Made in all sizes, with steel or cast shoes

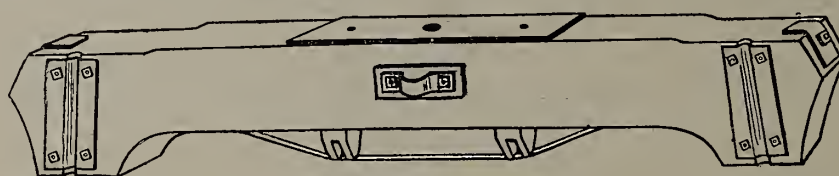
Quality and Workmanship.—Made of a straight grained hard-wood timber throughout, put together in a smooth, workmanlike manner.

Trussed Bench furnished on

No. 25½, 2 in. x 6½ ft. runners,
steel shoe

No. 26½, 2½ in. x 6½ ft runners,
steel shoe

No. 27½, 3 in. x 6½ ft. runners,
steel shoe



Reindeer Trussed Bench

Trussed Bench furnished on

No. 28½, 2 in. x 6½ ft. runners,
cast shoe

No. 29½, 2½ in. x 6½ ft. runners,
cast shoe

Painting.—Orange red, with very neat wide lines of black and fine lines of white striping. Well varnished and very much above the usual sleigh in smoothness of finish and general appearance.

Do not place your order for Sleigh goods until you have an opportunity of talking to our travellers.

NEW-DEAL WAGON

New-Deal Wagon

Is made of air-seasoned lumber.

Is equipped with double collar skein.

Skeins are dust-proof, therefore will hold grease longer and run easier than others.

Skeins are heavier; bell is longer and larger, taking more axle.

Has riveted grain cleats (not nailed or screwed).

Bottom of box is reinforced both front and rear.

Has clipped gear, both front and rear.

Box is made flax tight.



A Wagon you can sell at a Profit

New-Deal Wagon

Spring-seat with 3-leaf springs (not single leaf).

Steel bolster stake plates on side of box.

Neck yoke 48 in. long (not 42 in.)

Has trussed tongue, cannot break or warp.

Has channel iron reach really indestructible.

Is extra well painted, striped and finished.

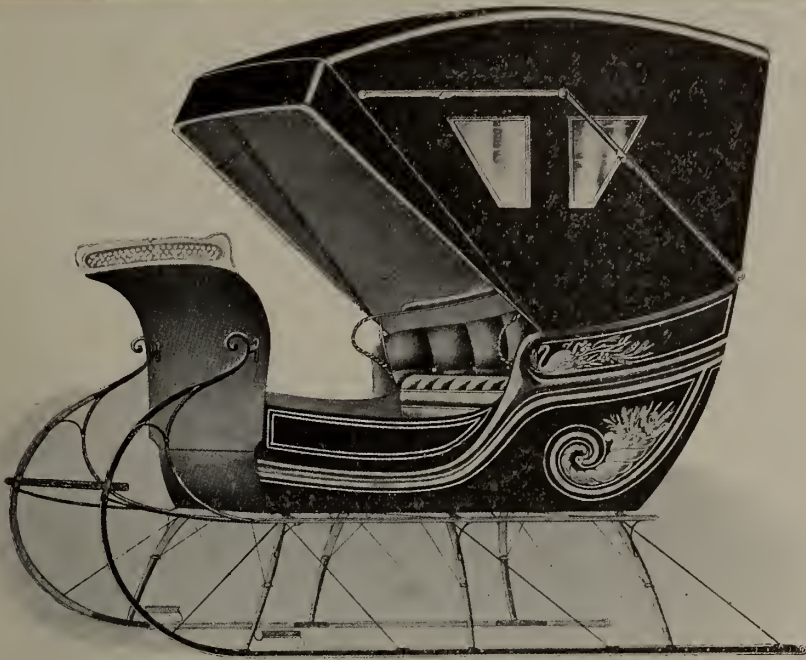
Possesses a great many distinctive features of merit.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

We are not exhibiting at the Fair but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.



No. 205 1/2 Lady of Snow—with Top and Storm Sides

Our 1911-12 Cutters

Are a Revelation, and we are displaying a complete line on our floors during Fair Week, including some absolutely

NEW STYLES

of Elegant and Original Design which will prove Trade Winners.

Brockville Vehicles

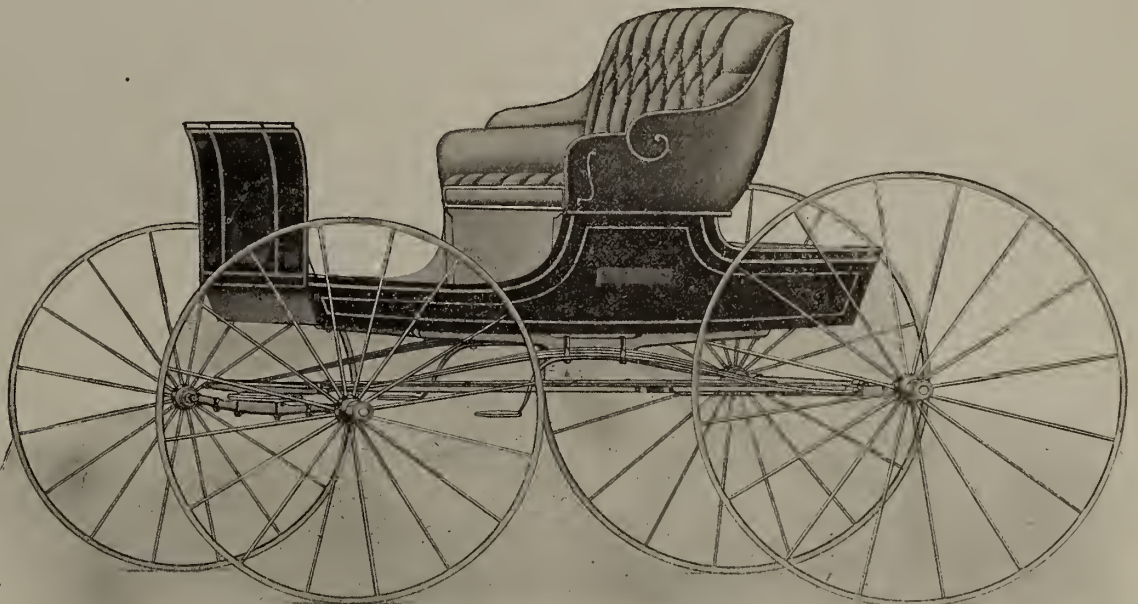
"CANADA'S STANDARD"—The Wrought Iron Line

The Kind that Sell, Build up your Trade, and Make you Money.

The Brockville Wrought Iron Line embodies more special features and strong points than any other line of Vehicles offered to the Canadian Dealer.

SOME FEATURES

The Brockville Steel Channel Perch Construction
The Brockville Wrought Three Prong 12 Inch Circle.
The Brockville One Piece Wrought Steel Continuous Body Loops.
The Brockville Diamond Reach Brace.
The Brockville Oil Tempered Graduated Cast Steel Easy Riding Springs.
The Brockville Heavy Panel plugless Body.
The Brockville Steel Clamp Body Corner.
The Brockville Full Padded Dashes, with Dash Braces and Rails welded to Frames.
The Brockville Silk Rubber Top Lining.
The Thompson "Patent" Truss Brace Shaft.
The Thompson "Patent" Safety Pole.



No. 180 "BROCKVILLE AUTO SEAT CONCORD"

Just what you are looking for. Just what your trade wants.
Something Special! Something New! Something Different for 1911!

More Special Features. More Talking Points. More Satisfaction.

Don't fail to see Supplement B to our Large Vehicle Catalogue, No. 36, for Special Features

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

We are not exhibiting at the Fair but will put up the Greatest Implement and Vehicle Display ever shown in Canada at 110-120 Princess Street. Call, you'll be welcome.

The Salesman and the Trade Paper

The travelling salesman's time is valuable. Many manufacturers are spending thousands of dollars doing educative work through salesmen, when they could accomplish the same result at a small fraction of the cost with the right kind of advertising.

Illustrated trade paper advertising is the advance agent for the salesmen. When the men reach the buyers, the buyers know all about the proposition, and if they are interested it is then up to the salesman to clinch the sale.

Ten or twenty years ago the travelling man held almost complete sway in the selling of manufactured products. He is just as useful now as he ever was, but it takes something more than personal solicitation pure and simple to market goods quickly and effectively.

Selling ability, tact and patience in a salesman count for a great deal more when reinforced by educative advertising. It enables him, says Furniture News, to cover a great deal more ground in the same length of time and clinches a larger percentage of sales when the house thoroughly clears the ground before he appears on the scene. It also saves him the commonplace routine of explaining what the

goods are in detail to every man he meets.

Direct educational work by leading trade papers is an aid to good salesmanship and pays handsomely in the long run. This idea in advertising applies strongly in some lines where margins of profits have been so reduced that they do not warrant the employment of a sufficiently large staff of salesmen to cover the ground thoroughly. It can now practically all be done through advertising at a fraction of the cost.

The jobber is a salesman who distributes the goods to the retailer. He, like the salesman, has not the time to go into details with his customers, but has the advantage over the regular representative that if he finds too much talk is necessary he can drop your article and offer something which has a demand.

Therefore, the retailer is the first and not the last court of resort. It is up to him to get rid of the goods, while the jobber is merely the distributor like your salesman, who passes the goods along. He does not create a demand.

Manufacturers should therefore appeal to the retailer by illustrating their ads., showing what the goods look like, and describing their good points.

Then leave it to this great army of tradesmen to be your jury, who will hear the evidence and pass upon it, and nobody else has that right, not even you. If your evidence is clear, the verdict will be favorable, the response generous and permanent.

Gas from Corn Cobs.

A new use has been found for the humble corn cob and the pile of straw in field or barnyard. Experiment has revealed a method of transforming the corn cob into a coke that is hotter by far than that obtained from Pennsylvania coal. A Cleveland chemist, at Beatrice, Neb., has proved the commercial value of an invention of J. Russell Coutts. As a result, the problem of getting cheap gas in a region hundreds of miles from mines has been practically solved.

It was Mr. Coutt's innate love of a bonfire that indirectly led him to make what gas men say is certain to revolutionize the industry in these sections remote from the gas coal supply, and adjacent to the wheat and corn belt. Something over a year ago he was visiting a friend in Canada. The friend owned a big ranch. He had just completed threshing, and the great stack of straw that remained had no market that justified the expense of loading and hauling. So he followed the usual custom of burning it. Mr. Coutts was given the job of lighting the straw stack. He was glad of the opportunity. He noticed that immediately above the burning material hovered a familiar blue flame. His nostrils were assailed by the sickly sweet fumes of carbon monoxide, a constituent of water gas. Then the great idea came. Why was it not possible to produce for commercial use gas from straw? The more he thought about it, and the more he experimented, the more evident it became that he had found something valuable. Being such a simple proposition, however, he feared that possibly it was an old idea, abandoned before his day.

Business called him to England within a short time, and there he put in several months delving in the scientific libraries of Oxford and Cambridge. Thorp, the great English chemist, to whom he made known his mission, assured him that it was something new. Returning to America, he consulted Dr. Chandler of Columbia, one of the greatest agricultural chemists. Chandler declared at once that he had hit upon something valuable, and in his enthusiasm he aided in making elaborate laboratory tests. They proved to be successful. Mr. Coutts laid before capitalists of Cleveland his discoveries. They tested it in a suburban gas plant with wonderful success. Then

they gave him \$100,000, and told him to make an experiment upon a large scale under such conditions as would prove or disprove its commercial value.

Manifestly, as straw, cobs and cornstalks were to be employed as fuel, it was advisable to get into the center of the grain belt. This led to the selection of Nebraska as the scene of experiment. Gramineous gas is the scientific name for the product. In common parlance, it is corn gas. The process of manufacture is simple. Practically the same apparatus as is used for ordinary gas making is employed. Instead of shovelling coal into the retorts, bales of straw or cobs are dumped in. At the beginning, the retort was heated with coal, but after the cobs were found to produce a better coke, the use of coal has been discontinued. When the retorts get well heated the gas is thrown off, collected, purified and placed in reservoirs or holders. Thirty per cent. of the original weight of the straw cobs, or stalks remains after the gas is extracted and this is used to heat the benches or feed the boilers. This is about enough raw material to make the process self-containing, and eliminates any necessity for coal.

In heating power the corn gas runs as high as 660 British thermal units without enrichment, while ordinary gas is a hundred units less. The new gas can be produced, if the inventors are to be believed, at a cost that will make it possible to control the industry within reasonable distance of the cob and straw supply.

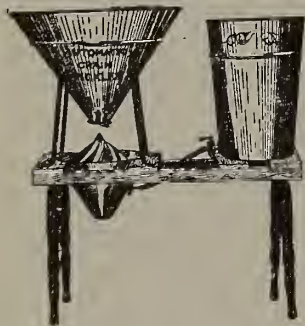
Owners of the Coutts patents have secured franchises for gas plants in Western Canada and the Dakotas in a dozen or more cities. They propose to erect others just as fast as they can. They not only assert that they will inaugurate an era of cheap illuminating gas for the West, but that they can supply it for power and fuel purposes so cheaply as to make competition of gasoline and soft coal impotent or impossible.—Western Trader.

Creed of the Farmer.

I believe in the purr of the binder, in the sharp chatter of the mower, in trailing loads of hay and wide-bulging barns. I believe in the scythe along the fence rows. I believe in cherries, trees dotted rich red, where the robin and thrush take toll for worms destroyed. I believe in the cattle browsing in full content in the wooded pasture or drinking at the slow-flowing river's side. I believe in the landscape with its great fields of waving oats, its half-cut meadows, its shining stretches of wheat, later thickly dotted with the harvest's shocks, while the great hills are tassel gray, deep, with the tall growing corn.

A DEALER WANTED

In every city, town and village in Western Canada, to sell this pickler, which is, without a doubt the fastest, most economical, and thorough on the market today, and can easily be sold to nearly every farmer.



This pickler was placed on the market a few months ago from our Eastern office, and it met with such a hearty reception that we immediately decided to open a Western office and warehouse to handle the Western business.

We will show this machine at the following fairs: Calgary, Portage la Prairie, Winnipeg, Brandon, Regina and Edmonton. In addition to this we are commencing to advertise in all the leading farm papers.

YOU SIMPLY CAN'T AFFORD TO BE WITHOUT THIS AGENCY.

We not only give you a machine that sells at sight, but we will give you every assistance to make your sales come quickly.

HOW IT WORKS:

This pickler is self-operating, supplying its own power by the force of the grain as it leaves the hopper, falling on the turbine which is situated in the lower hopper, causing a quick revolution of the turbine. The liquid passes from the tank through a pipe and up into the interior of the turbine, where it is forced out through openings in the bottom outer edge, spraying the grain.

SOME SUPERIOR FEATURES:

It is self-operating. Has a larger capacity than any other machine. Requires less solution on account of the thorough mixing. No grains left unmoistened—every kernel is thoroughly and evenly done. It can be regulated to any capacity up to 135 bushels per hour. Solution can be regulated so as to merely dampen the grain or to thoroughly soak it. No complicated machinery to clog or get out of order. The machine is light, though strongly built, and with ordinary care will last a lifetime.

OUR GUARANTEE:

With every machine we sell we give the following guarantee: "If after using a month, you find that it is not perfectly satisfactory in every way, we will refund the price paid and pay all charges both ways."

We have sold hundreds of these machines, and every one gave perfect satisfaction, scores of letters from users prove this.

Don't put it off for a day, but write for the agency NOW. If you don't the other fellow will be ahead of you and you will regret delay. FULL PARTICULARS will be gladly sent upon receipt of a card. You should get a sample machine in time to show along with your other machinery at your local fair. WRITE TO-DAY.

THE DOMINION SPECIALTY WORKS,
820 UNION BANK, WINNIPEG, MAN.

Making Money in the Retail Trade

Address by K. S. Judson before the Grand Rapids Retail Hardware Association.

There is probably no subject in the business world more written about, or talked about, to-day than profit. It is the one mystery in the retail business. All other things seem plain and easily understood; but profit is the most sought and least often found feature of the trade.

Profit is the little mite which is left to the proprietor after the balance has been taken away. It might be likened to a small, delicious kernel, which remains in a great nut after the husk and shuck have been removed. One may spend considerable time in taking away the husk and breaking the shuck to reach the kernel. It is fine, splendid, delicious, if the kernel is there after the hard work is done, but rather disappointing if we find nothing but a cavity.

I have asked a number of dealers on what basis they figured profit. The majority of them said, "We figure profit on the selling price of goods." That may do at the end of a year's business in order that you may know what per cent. you have made on the whole; but, tell me, where did you get your selling price to figure this per cent. of profit on?

The financial end of selling at retail is made up of four factors:

- The wholesale or factory cost;
- The freight or delivery cost;
- The selling expense, and
- The Profit.

The first cost of your goods, covering the first two factors, may, for illustration, be \$1. Your selling expense will be 20 cents, making your total cost \$1.20. What is your profit? The selling expense includes rent, salaries of proprietor and employees, taxes, fuel, light, heat, insurance, advertising, donations, telephone, horse and wagon, office supplies, depreciation, loss on bad accounts and some incidentals.

There is but one profit, and

that is to be added to the selling price after everything has been provided for.

There are many solutions of the rent problem. I will give but three:

1. If the merchant is renting of other people the amount paid must be charged to the expense account.

2. If the dealer owns his building he should charge to the building account all the items of repairs, taxes, insurance, and any other expense involved in the upkeep of the building, and then give the building account credit, and charge expense account to an amount equal to the current rate of interest on the valuation of the property plus the amount paid out for rent, taxes, insurance and other incidentals.

3. If the dealer owns his building he could charge the expense account an amount equal to what he would pay for exactly as good a building that would answer his purpose. In any of the above plans the amount must be charged to expense, and thus the rent will share its part of the cost of housing and doing business.

I want to emphasize the importance of placing the amount of your salary as proprietor in the fixed expense account, as it is one of the items that must be considered in the cost of selling your merchandise. The salary, of course, must be determined by you. I assure you if a man is capable of earning a certain salary per month working for some one else he should be worth considerably more as a proprietor of a business, because he has the added worry and responsibility as well as the risk. Good business reasoning would indicate that the man who is content to pay himself wages only equal to what he can receive working

elsewhere and who is satisfied with earnings on his investment of six per cent. or less, might better sell out his business and loan his money at the six per cent. rate, secure employment for himself and thus avoid the responsibility and care involved in conducting his business. This item of salary and the rate per cent. of earnings on the investment are two vital things to the proprietor.

The proprietor should receive a salary equal to what he would have to pay a man to take charge of his business, and he should figure the profit high enough on goods to yield him a per cent. of earnings on investment far above the ordinary six per cent.

I flatter myself that I am not extravagant in the above assertions and I sincerely hope I have impressed upon your minds permanently the importance of these two essentials, that is, a fair salary to you as a proprietor and dividends on the investment that are in accordance with the risk assumed.

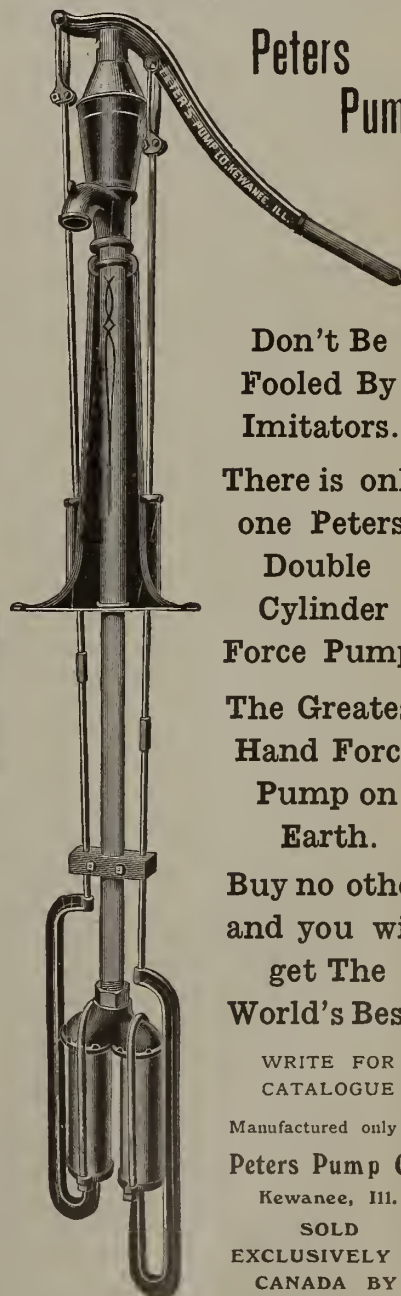
Remember there is but one profit, and that will be added after everything else is paid.

A salesman entering your store may offer you an article for

\$4.25, which he declares you can sell for \$5, thus making 75 cents. Have you ever been fooled in this way? One merchant was, and one day a sheriff took possession of his store, and it took an expert accountant three whole hours to demonstrate to Mr. Merchant that he had lost ten cents on this very transaction. Why? Simply because, like many others, he had been figuring the profit upon the wrong basis, forgetting that it actually cost money to do business, and that the first cost is only one of the many elements that enter into the figuring of the profit. To bring this subject right home to us, many of us are handling the Russell-Jennings bits put up in cases, which actually fits the above illustration. We buy them at \$4.25 per set and the selling price is \$5. Have you ever

The Only Original

Peters Pump



Don't Be Fooled By Imitators. There is only one Peters Double Cylinder Force Pump. The Greatest Hand Force Pump on Earth. Buy no other and you will get The World's Best.

WRITE FOR CATALOGUE

Manufactured only by Peters Pump Co. Kewanee, Ill.

SOLD EXCLUSIVELY IN CANADA BY

Tudhope, Anderson & Co. Ltd. Winnipeg, Regina, Calgary, Saskatoon

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co. WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

4-Fast Trains Daily-4 to NEW YORK and Eastern Canada - via.



DOUBLE TRACK ROUTE Modern equipment, unexcelled Roadbed and Dining Car Service. Polite and attentive employees.

Rates, reservations and full information from

W. J. QUINLAN, General Agent Passenger Dept. Phone Main 7098 260 Portage Ave., Winnipeg, Man.

realized that you are losing ten cents on this transaction? If you figure actual cost of selling, you will find that this is true, and if you do not take the trouble to figure it, look out for the sheriff.

You must realize that the cost of doing business has increased considerably within the past few years. Wages have increased from twenty-five to fifty per cent. Your other expenses have increased in about the same proportion, so you see how important it is for you to know your cost of doing business each year before you can intelligently establish a selling price.

The more I study the matter of profit the more I am convinced that the problem is a difficult one to solve. But it is only through the solution of it that we, as merchants, can put our business upon a positive, substantial foundation. I am more convinced that guessing at the selling price of goods, as you will have to admit most of us have done, is an unsound business principle and that some method based upon actual black and white figures must be adopted by us if we hope to be successful, progressive business men.

If it were possible for a merchant handling a varied line of merchandise to set down and add a fixed per cent. to every article sold, business life would be easy, and one long, sweet song of joy to the now worried manager. This per cent. is the point of science in every business. It is just this point, of prices up here and down there, that makes or breaks a business.

It is not possible to add to each article for sale an absolute determined per cent. of profit, since, as you know, at the present time some things, such as nails, for instance are actually sold at a loss. This is all wrong of course, but in order that on the year's business we shall net a reasonable profit we must understand these things well enough and must understand the general cost of doing business well enough to sum up an actual

legitimate per cent. of profit on the whole amount invested.

I wish to speak of some things that will aid us in securing a better profit.

First and foremost, a better understanding of how to figure profit.

Second, fixed or resale prices established by the manufacturer.

Third, organization.

I have already said enough about figuring profit to convince you of its importance.

By the second, fixed or resale prices, I mean an agreement between the manufacturer, the wholesaler and the retailer, whereby the manufacturer specifies a minimum retail price at which he will allow his goods to be sold to the consumer. As for example, we have the Bissell carpet sweeper, the asbestos sads, Gillette razor and many other articles which you will agree are all assuring us a reasonable profit without fear of cut price from other dealers. I, for one, believe in the fixed price system, because I believe it not only assures a good profit to the retailer but also because of this guaranteed price the manufacturer, standing upon a firm foundation, can assure to the consumer better and more honestly made goods. Cutting prices not only demoralizes the trade but must necessarily demoralize and cheapen the goods, since the manufacturer will certainly look after his own profit.

I now come to my third: If organization stands for anything it must stand for a legitimate profit. If we cannot help each other in securing it we have certainly missed the point of organization. I believe it would be a most excellent idea if this subject of figuring profit could be taken and made more of in our regular monthly meetings.

Organization develops in us an altruistic spirit, or a spirit of live and let live, which the world seemed to be forgetting before the days of organization. We may want the business, but we can ill afford to sacrifice a principle to get ahead of a fellow competitor.

I think we have all demonstrated this fact. Again, in organization we can influence a manufacturer to produce better goods and I believe that we can suggest, if not demand, that in his fixed price we shall have our share of the profit and that that profit shall be a reasonable one.

Finally, let me again urge you to study this subject of how to figure profit and establish your selling price. Get your business upon a scientific basis. You will then know where you are and your success will then depend upon the amount of business you are able to command.

Deere Timber Tracts.

Deere & Company have three hard wood timber tracts, the largest of which lies along the Ouachita River extending north from Camden, Ark., about 25 miles. This land was purchased to furnish a reliable source of supply of wagon timber of the highest grade.

The hickory on these tracts is the finest obtainable and enables the company to continue their policy of using only the finest hickory axles on their farm wagons. There is also a fine stand of white oak on these tracts, much of which will cut logs forty feet long without kink or branch. Deere and Company feel that the only method by which really good wagons can be furnished at fair prices to the trade is by controlling their own supply of hardwood.

Arrangements have been made for building a railroad reaching along the east side of the timber tracts north to Malvern, Ark. At Malvern a suitable tract of sixty-five acres has been secured and a strictly-modern saw-mill plant and dimension mill are being installed. The saw-mill itself will be a single band mill. Nearby will be the dimension mill, where the stock is sawed to the standard sizes required by the company's various plants. Extensive drying sheds will be provided for seasoning the lumber

before it is shipped and the stock will be properly protected from the heat and weather of the southern climate, so that best results will be obtained. The entire outfit is being laid out so that it will require the minimum amount of work in handling the logs and the finished product in shipping.

Mr. P. L. Throne is now located at Malvern and is manager in charge of the work on both the mill plants and the railroad.

The Death of the Dollar.

A farmer out in Kansas,
About five years ago,
Went into town one day to spend
Some of his hard-earned
"dough."

"And in a merry jest," and just
To show his printing skill,
He printed his initials on
A brand new d-o-l-l-a-r b-i-l-l.

He spent that dollar that same
day

Down at the village store.
He thought 'twas gone for ever,
then,

And he'd see it no more.
But long before that year rolled
by

One day he went to fill
A neighbor's order and received
That same one d-o-l-l-a-r b-i-l-l.

Once more he spent that dollar
bill

In his own neighborhood
Where it would do himself and
friends.

The most amount of good.
Four times in two years it came
back

As some bad pennies' will
And each time he'd go out and
spend

This marked one d-o-l-l-a-r
b-i-l-l.

Had he been wise that dollar
might

Be in his town to-day.
But just about two years ago
He sent it far away
The people who received it then
I know have got it still,
For 'twas to a mail order house
He sent his d-o-l-l-a-r b-i-l-l.

No more will that marked dollar
come

Into the farmer's hands,
And nevermore will it help pay
The taxes on his land.

He put it where it never can
Its work in life fulfill.
He brought about the living death
Of that one d-o-l-l-a-r b-i-l-l.

Portable Corrugated Granaries

PROOF AGAINST

Fire, Lightning, Rust, Storms and Vermin

Agents wanted in some sections. Write for particulars.

The Metallic Roofing Co. Ltd., Manufacturers, Winnipeg

Railroad Magnate on Agriculture

J. J. Hill said in an address at the Minnesota State Fair if we are to walk in the way of wisdom there is much to be done. It is time to begin. There must be, first, a return to conservative and economic methods, a readjustment of national ideas such as to place agriculture and its claims to the best intelligence and the highest skill that the country affords, in the very forefront. There must be a national revolt against the worship of manufacture and trade as the only forms of progressive activity, and the false notion that wealth built upon these — at the sacrifice of the fundamental form of wealth production—can endure. A clear recognition on the part of the whole people, from the highest down to the lowest, that the tillage of the soil is the natural and most desirable occupation for man, to which every other is subsidiary and to which all else must in the end yield, is the first requisite.

With public interest firmly fixed upon the future, the country, in mere self-preservation, must give serious attention to the practical occupation of restoring agriculture to its due position in the nation.

The government should establish a small model farm on its own land in every rural congressional district, later perhaps in every county in the agricultural states. Let the Department of Agriculture show exactly what can be done on a small tract of land by proper cultivation, moderate fertilizing and due rotation of crops. The sight of the fields and their contrast with others, the knowledge of yields secured and profits possible would be worth more than all the pamphlets poured out from the government printing office in years. The government ought not to hesitate before the comparatively small expense and labor involved in such a practical encouragement of what is the most important industry of our present and the stay and promise of our future.

Disseminate knowledge of farming as it should and must be, instead of maintaining the pitiful bribe of a few free seeds.

Declare everywhere, from the executive chamber, from the editorial office, from the platform and, above all, from every college classroom and from every little schoolhouse in the land, the new crusade.

Let the zeal for discovery, for experiment, for scientific advancement that has made the last century one of multiplied wonders, focus itself upon the problems of the oldest of sciences and arts; the cornerstone of all civilization; the improvement of tillage and making grow two grains where only one grew before. Only thus may a multiplying population secure its permanent maintenance. Only thus may the struggle for existence that has power to either curse or bless be brought to any other

termination than the peace of death.

We believe these remarks apply forcibly to Western Canada to-day. We have, it is true, a few experimental farms which are doing excellent educative work, but there should be many more, not necessarily on a large scale, but conducted in a manner to contrast strongly with the average farm methods.

Now is the time to line up the trade on cultivators.

Breeding Wheat

Interest has been created in England by Professor Biffen explaining the principles of breeding as illustrated by wheat. He predicts that investigators will now be able to breed new types of wheat to order and "to do away with the losses which the breeder had to put up with through misfits and wastrels occurring." He claims that the principles of crossing bearded and beardless wheats, rough and smooth chaff wheats, and the like are now definitely understood and may be acted upon with certainty.

BIG FOUR "30" Advertising Means Much To BIG FOUR "30" Dealers

Reduced from large ads



THE BIG FOUR "30" advertising is something more than merely name boosting. It is illustrated sales talk, full of hot-shot, reason-why matter that gets under the skin of the prospect and makes him think and want THE BIG FOUR "30"

THE BIG FOUR advertising is found in prominent farm journals whose aggregate circulation runs into the millions. And we back our display advertising with free literature and follow-up matter of a quality equalled by few.

When THE BIG FOUR prospect is finally solicited for an order, it takes but the personal contact of dealer with prospect to close the deal—the splendid free literature and persistent follow-up have served to more than half convince the prospect of his need of THE BIG FOUR "30."

Though THE BIG FOUR "30" will be sold exclusively through dealers, the general advertising campaign will be followed out with all the old-time energy—and then some. We shall continue to plant the good seed with a lavish hand—and our dealer representatives will generously share in the bountiful harvest.

Let us send you the details of our liberal sales proposition. Let us explain our Shipment on Approval Sales Plan. If you are interested in clinching the worth-while tractor business in your territory, write us to day for exclusive sales rights. Yes—write us NOW.

Let Us Break 60 to 100 Acres For You At Our Risk

THE BIG FOUR "30" follows THE AMERICAN FLAG—Shipped Absolutely On Approval Anywhere in the United States

Every Move of THE BIG FOUR "30" on Your Farm Covered by a Genuine "Golden Rule" Guarantee—Something Other Tractor Engine Builders Have Never Dared Do.

2723 University Avenue S.E., Minneapolis, Minn.

Ads like these are now appearing in the very best Farm Journals. Inquiries are referred to the nearest dealers

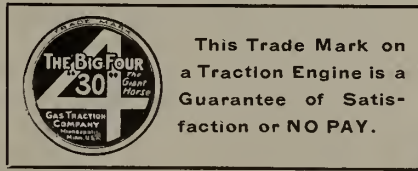
GAS TRACTION CO.

First and Largest Builder in the World of Four-Cylinder Farm Tractors

Market and Princess Sts., Winnipeg, Man.

Factory—ELMWOOD.

General Offices & Factories, Minneapolis, Minn., U.S.A.



This Trade Mark on a Traction Engine is a Guarantee of Satisfaction or NO PAY.

This Self-Steering device is an exclusive feature of THE BIG FOUR "30" and included with its regular equipment.



Dowagiac Drills & Seeders Are the Leaders

ASK US NOW DOWAGIAC MANUFACTURING CO. YOU SHOULD KNOW DOWAGIAC, MICH.

Brandon.

Alex. Legg, assistant general manager to the International Harvester Co., of Chicago, and J. F. Jones, Canadian district manager, were visitors to Brandon. They were returning from a tour of inspection of the I.H.C. branches in Western Canada. J. C. Hyndman, the local manager, took them to the different points of interest in and around the city.

The new warehouse for the above company is progressing very fast, the excavation and cement foundations are completed, ready for the brick work, which will be rushed to completion, so it may be ready for occupation early this fall. The new building will greatly improve the appearance of the west end of the city.

J. C. Hyndman, local manager, has been on a business tour in the West inspecting local agencies. He reports crops looking good.

E. A. Mott, manager, Cockshutt Plow Co., Winnipeg, was a visitor to the city, inspecting the new warehouse and looking after business generally. He was pleased with the business done here and the prospects for the future.

H. Shirriff, traveller, for the I.H.C., has resigned his position and taken up farm life at Manor.

Mr. Gachen of Turnbull & Gachen, implement dealers at Cromer, was a visitor to the city. He reports crop prospects in his district of the very best.

Alfred E. Forstall of New York, accompanied by C. S. Eaton, secretary-treasurer of the Brandon Gas & Power Co., were in the city. Mr. Forstall is the leading gas consulting engineer of the United States and represents the bonding interests associated with the International Heating and Lighting Co., and is making an examination of the works and properties of the Gas Co. here. It is their intention to lay ten miles of mains this season.

The Maple Leaf Flour Milling Co. have begun the excavation on Pacific Ave for a new elevator on the site of the one that was burned down some months ago. It will have a capacity of 125,000 bushels. It will be fitted with all the latest improvements in elevator construction and made up-to-date in every particular. The building will be 135 feet high.

Property in the city is still on the rise. A block consisting of 48 lots in the vicinity of the property purchased by the Provincial Government for the Normal School and the School Board block brought \$7,000 or about \$150 per lot.

The Fair Board has decided to build lavatories, stables, and extension to the poultry building.

The lavatories will have 24 compartments and are fitted up with wash basins, mirrors, and every convenience for the public.

The Langham Hotel has again changed hands, Frank Hallett, of Carberry, being now the owner.

The civic by-law, authorizing the purchase of \$25,000 worth of street rails, passed by a good majority.

Six carloads of steam heating mains and six 150 horse power boilers have arrived for the Electric Light Co., and more will arrive in August and the excavations for the steam heating mains have already commenced.

The Railway Commission have ordered the transfer track to be laid on 25th street and it is expected that the work will be proceeded with at once.

The big cattle sale in June was a great success. Emmert's grand champion, Snowflake, brought the highest price, namely, \$300; other prices ranged from \$25 to \$225.

Brandon City Debentures sold at 106.50 the National Trust Coy. of Winnipeg being the purchasers. This is a very satisfactory sale and shows Brandon credit standing in the financial market to be gilt edged.

With the continued sunshine and frequent rains, crop conditions never looked better, helping very materially the sales of binders. The implement dealers all report good business being done.

Criticism from Prof. Shaw.

Professor Thomas Shaw, the agricultural expert employed by J. J. Hill, arrived in Winnipeg recently after spending some days with the special party, which is touring the province in the interests of good farming. Asked what he thought of the estimate made by Vice-President Whyte that the three prairie provinces would have a two hundred million bushel crop this year, he instantly replied that he considered this figure conservative.

"Manitoba farmers will be disappointed," said the veteran teacher. "There will be a great growth of straw, too great, and a slighter yield of wheat than the grain growers expect."

"The trouble in Manitoba corresponds closely to the trouble in Dakota. The farmers are over-cropping the land. They say that they are not, but I tell them fearlessly that they are. They are shipping away the essential element and they are not returning it. They are taking what they call the fibre from the earth and the result is the blowing which is witnessed every summer. Then, in addition, there is, as a result of the continual cropping, a fungus, which attacks the root of the wheat. These causes will do much to

lessen the yield of wheat this year in this province, and it will be less than the farmers expect. In Saskatchewan and Alberta the same forces are not operating. More of the land is new and the yield there will be very heavy. I should think an estimate of 200,000,000 bushels conservative."

Professor Shaw spoke in very high terms of the work being done by the teachers of the agricultural special. It corresponds exactly with the work which he is himself doing in the territory covered by the Hill system. The visitor states that he finds it exceedingly difficult to persuade the farmers of the necessity for more careful methods, and welcomes with great cordiality every force which goes to sustain him. He looks for good results from the present effort but states that it must be followed up in every possible way.

Field Crops in Canada.

A bulletin of the Census and Statistics office just issued states that the season this year has been favorable for field crops in all parts of Canada, and excellent reports have been received from all the provinces. The lowest percentage of condition is made for fall wheat, which suffered from inadequate protection in the winter months, and also to some extent from spring frosts. The areas of fall wheat are greater than last year by 4.50 per cent., and of spring wheat by 13.70 per cent. The total area in wheat is 10,503,400 acres, as compared with 9,294,800 in 1910, and 7,750,400 in 1909. The per cent. condition of fall wheat at the end of May was 80.63, and of spring wheat 96.69. The area in oats is 10,279,800 acres, and its condition 94.76 as compared with 9,864,100 acres, and 93.95 per cent. condition last year. Barley and rye each show a small decrease in area, but the condition is higher than at the same period last year. Slight decreases are also reported for areas of peas, mixed grains, and hay clover, with per cent. condition of over 90. Hay and clover have reported condition of 91.45 for the Dominion, being practically 100 in Manitoba, Saskatchewan and Alberta.

The area in the field crops named is 32,051,500 acres for 1911, compared with 30,554,200 acres for 1910 and 28,194,900 acres for 1909. In the provinces of Manitoba, Saskatchewan and Alberta the area in wheat, oats and barley was 3,491,413 acres in 1900, 6,009,389 acres in 1905, 11,952,000 acres in 1909, and 13,809,300 acres in 1910, and it is 15,355,500 acres this year. The increase of these crops from 1900 to 1911 was 2,663,699 acres in

Manitoba, 7,364,315 acres in Saskatchewan, and 1,836,073 acres in Alberta.

A Cable Gas Tractor.

New tractors are born almost daily now, many of which embody old ideas in new and improved clothing. Here is a description of a dual purpose agricultural motor from the pages of Farm Implement News:

A Columbus, Ohio, company is now building eight cable tractors, the first of which, completely equipped, was turned out on April 25. In the tryout to which it was immediately subjected it met all tests satisfactorily and demonstrated its complete efficiency.

It is claimed for this machine that the condition of soil and topography of fields are not material when it is working as a cable tractor. Any operation requiring power is, through the medium of its cable, successfully accomplished. All agricultural work, such as clearing and leveling land, road building, house moving, railroad grading, general contract work, road hauling or any operation requiring much or little power available at the instant it is demanded and at a cost so small as to effect a great economic saving, is, it is claimed, always under the control of the operator of this tractor.

The motor is built especially for agricultural and heavy work and it is simple, powerful and economical and has a rotary auxiliary exhaust. The warp valves cannot be heated—it operates on kerosene, distillate or gasoline, and is dirt, dust and damage proof. The truck is built of steel throughout, the gears are case hardened and shafts run in steel and brass sleeves. Boxes, marine babbit. A distinct feature is the automatic oiling system used and the specially constructed "differential" gears. The drums and reel for the cable are perfectly automatic—the operator presses the foot lever and the mechanism does the rest. Operated on its own wheels, which are a revelation in traction propulsion, it is claimed that it will pull any load, run anywhere and do any kind of work that any traction machine can do. Operated as a cable tractor (which means putting into mesh with one lever), the builders claim that 100 per cent. increased efficiency over traction is immediately available.

With the cable tractor the cable unrolls from the reel over a number of transmitting drums, which steady the pulling of the cable during the whole distance that it covers and guarantee regular and even work.

Wagons are the good old standby. Keep them moving now.

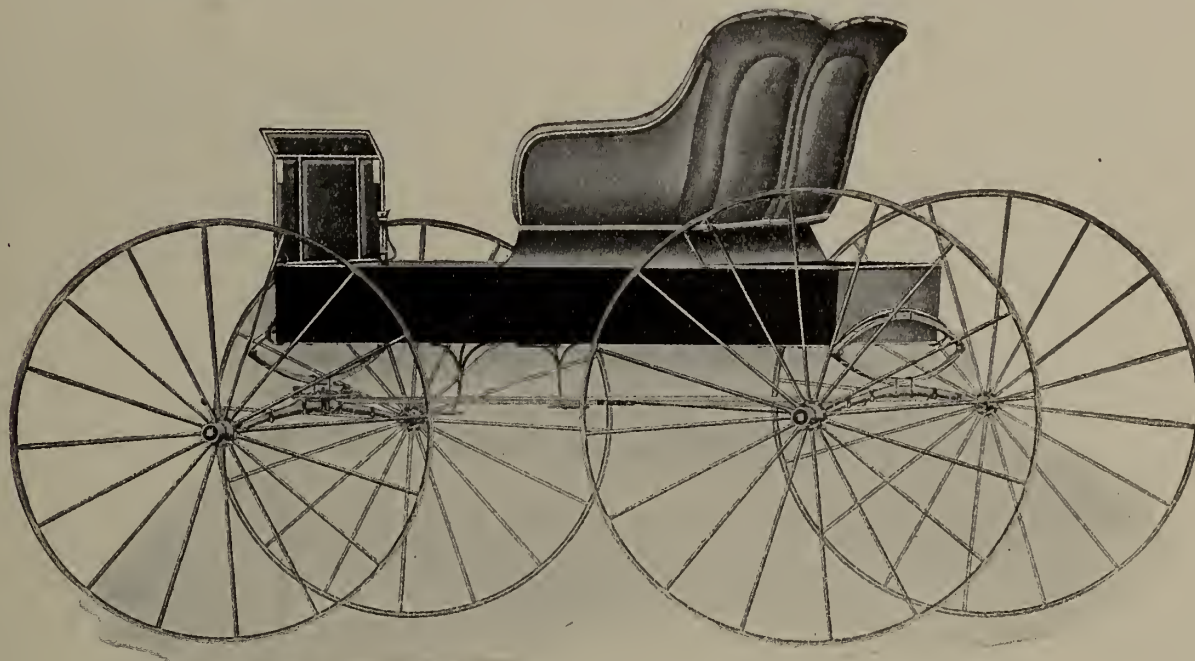
GLENGARRY VEHICLES

APPEAL TO DISCRIMINATING DEALERS

:: Unequaled for Style, Comfort, Durability and Finish ::

The popularity of this buggy is not founded on "talking points" but on time-tried **WORKING POINTS** that have a dollar and cents value, as has been proved by years of satisfactory service :: :: :: :: :: :: :: ::

Our Vehicle
Catalog will
be sent
promptly
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application.
Write for it
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Our
New
Cutter
Catalog
is ready.
Send for it.

Mr. DEALER: Do you realise there is nothing more pleasant or profitable in the line than the vehicle trade? This is an undisputed fact, provided you handle the **RIGHT** buggy. The "Glengarry" Buggy is easy to sell and **STAYS** sold. The manufacturers' guarantee gives dealer and purchaser absolute protection :: :: :: :: :: :: :: ::

All the new twin-back and sunken panel Auto=Seat Runabouts, Driving Wagons and Top Buggies for 1912, as well as a complete line of standard styles for Western trade will be shown on our sample floor during the Exhibition.

DON'T FAIL TO PAY US A VISIT

Make our office your headquarters during your stay in the city. Our travellers will consider it a favor to be allowed to show you our line.

Warehouse and Offices: Cor. Sherbrooke and Logan, Winnipeg,

Take Belt Line Cars, either direction.

BRANCHES AT

CANADIAN MOLINE PLOW CO., CALGARY AND REGINA.

Farming on a Big Scale in Kansas.

James N. Fike, better known to many Kansans and Kansas Citizens as "Jim" Fike, probably is the owner of the largest hard winter wheat farm in the United States, if not in the world. It is in Thomas county, Kansas, almost to the west line of the state, and last harvest was garnered from 13,000 acres of hard Russian or Turkey winter wheat.

It is probable that there are wheat farms in the Dakotas and in the San Joachin Valley of California that are larger in area than the Fike ranch, but these do not grow the hard winter wheat which has made Kansas famous and is making its farmers rich. Kansas produces more wheat than any other State in the Union and Jim Fike produces more wheat than any other man in Kansas. His yield this year will exceed 100,000 bushels of No. 3 hard wheat. Net profits from the ranch will exceed \$25,000.

Fike has an idea. He wants to make his ranch produce a profit of \$100,000 in wheat. That is, clear money above all expenses. His area is limited to from 15,000 to 18,000 acres, but he is going to go the limit, and when he reaches it will continue to sow the full amount every year until the best of all years comes, and he

will clean up the profit he has set his heart on.

Someone will bob up at this statement and will remark that Fike will go broke first. Maybe he will, but the chances are against it. He owes little to banks, and he has never had a total failure of his wheat since he began to farm on a large scale, he has always come out even or has made a small profit. Complete failures are unknown, so, while he may not make much money some years, a rain is going to happen along at the psychological moment some summer and the profit will be there. An inch of rainfall June 15 would have produced the \$100,000 profit last year. The prospect for twenty and thirty bushels an acre was exceptionally good June 1. Then the dry weather came, and the wheat was damaged. Eight to twelve bushels was the yield last year.

The Fike wheat farms are to the west and north of Colby. The thirteen thousand acres is not all in one field. It is made up of numerous fields of from 200 to nearly 4,000 acres each. The largest field is nine miles west of Colby and contains almost 3,800 acres. The land is rolling prairie, but not as rolling as farther

east in Kansas. One can see for miles in any direction, and the courthouse at Colby can be seen from the farthest point on the big field.

The soil is a black loam, easily plowed and it is as fertile as any in the State. The uncertainty of the amount of rainfall and the time it comes prevents big crops every year, but there is always sufficient moisture to produce a considerable quantity of wheat every year, and some years Thomas and other counties in Western Kansas, formerly designated on the map as the Great American desert, rank up with the leaders in hard winter wheat production.

Everything is handled on a big scale on the Fike farms. The amount of land which one may put into wheat is practically unlimited, but the amount that can be harvested is limited by the number of headers that can be secured. This year Fike sowed fifteen thousand acres of wheat.

Recently J. C. Mohler, assistant secretary of the U.S. State Board of Agriculture went to the Fike farm to see how the work was carried on. Mr. Mohler prepared a report of the Fike wheat harvest for the department. Maj. T. J. Anderson, the statistical agent for the U.S. Department of Agriculture, and a reporter went along to see big things handled in a big way.

This is a summary of the Fike properties in Thomas county:

Actual wheat area, 12,790 acres.

Number of men employed in harvesting alone, 185.

Number of men employed in threshing, 20.

Number of men employed in plowing with steam plows, 30.

Number of horses and mules employed in harvest alone, 385.

Number employed in plowing and seeding for new crop, 200.

Headers used in harvest, 37, each cutting 30 acres a day.

Steam plows used, 5.

Gasoline plow, 1.

Capacity steam plows, 45 acres a day each.

Capacity gasoline plow, 25 acres a day.

Capacity steam discs, 90 acres a day.

One threshing machine, capacity, 2,000 bushels a day.

On the day the party visited the big farm there were 37 headers at work, one threshing machine was beating the grain from the straw, one steam plow was going and four others were being put into condition and they were started going before the end of the week. The gasoline plow was also put into commission. There were two distinct processes

of harvesting and really two distinct preparations for the next year's crop. The steam plows, in addition to stirring the ground, also drag harrows and the ground is harrowed as fast as it is plowed.

The harvest on the Fike farms began July 5. Only a few headers were first started to work, but as the wheat ripened more headers were put into the fields until July 12. Fike had thirty-seven headers going in his fields at once, and he was getting more as fast as they were available.

Each of these headers cut 30 acres every day. The wheat is cut as close to the heads as is possible to get all the grain. Each machine is pushed by five or six horses. There are two header boxes for each machine and two men for each barge. One man drives the machine and there is one man at the stack, so that each outfit requires at least six men.

When the machines pull into a field the men block out a space of from 15 to 20 acres. In the center of this plat the stack yard is located. The wagons are driven under the elevator of the header and the grain as it is cut by the sickle is carried into the boxes by a canvas elevator. When a wagon is loaded it is driven to the stack yard and it is stacked. One man drives each wagon and one loads and both pitch off to the stack while the other wagon is loading.

Two stacks are built in each yard, a space being left between them wide enough to permit the threshing machine to be driven in so that the threshers feed the grain into this machine from both sides.

In the field of 3,800 acres west of Colby there were 12 headers at work at one time. The harvest lasts three weeks and in that time all the wheat is cut and stacked and is ready for the threshers. Nearly two hundred men and four hundred horses and mules are employed on this ranch in the harvest season.

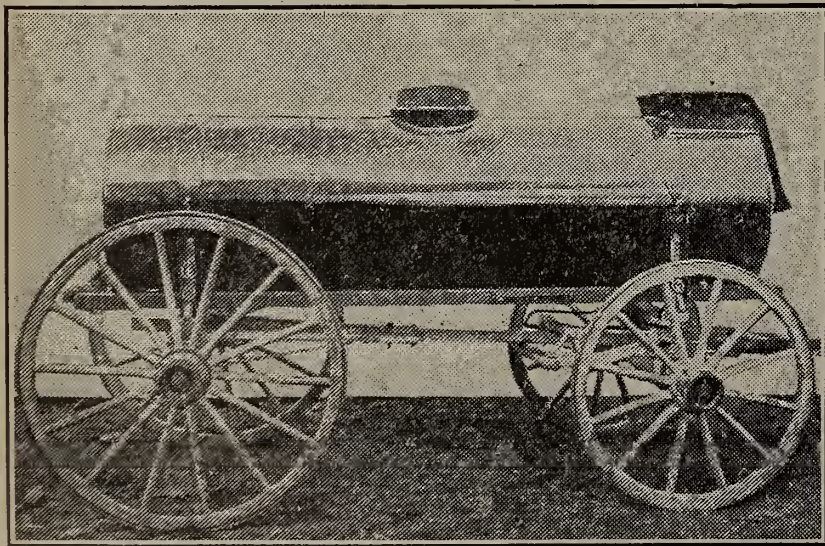
In another section of this field the threshing crew was at work. Fike has a 36-inch cylinder and it has threshed 2,400 bushels a day. The usual run is a little more than 2,000 bushels every day. The machine begins to hum about 6 o'clock every morning and it keeps going until sundown every night.

All through August and September the machine will be running every day that it is possible to go. October is a bad month on account of storms, so the machine is practically closed down at that time and no more threshing is done until the last of the month and through November.

The threshing usually ends about November 20 of each year.

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Steel Storage and Wagon
Tanks, for Water, Oil and Gasoline



Western Standard Oil and Gasoline Wagon Tank—Style B

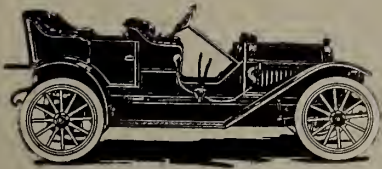
Steel Tanks are a specialty with us. Our prices are right, and our discounts the most attractive ever offered on this line.

If in the city come and see us or drop a card for Dealers' prices and Discounts.

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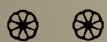
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OPEN TOURING CAR

And successful Dealers are selling
the American-Abell Line.

THRESHING MACHINERY, STEAM AND GASOLINE ENGINES, AND AUTOMOBILES.



We are Canadian
Distributors of the
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"30."

The car without
a Peer.



No Dealer's Line
is complete
without an Auto.



See us at the Fairs
or write for
Illustrated
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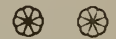
Admiring the Universal Gas Tractor



This Engine plowed 105 acres in three days.



The "Warren"
broke the world's
24-hour record at
Los Angeles, Cal.,
meeting, April 9th,
1911, covering 1167
miles and securing
both the trophy and
the world's official
record for cars of
161 to 230 piston
displacement. The
"Warren" main-
tained an average
for 24 hours of over
48 miles per hour
and at the finish
was 292 miles ahead
of the second car.



Nine Automobile Models Built on Duplicate Chassis
Each one an Exact counterpart of the Winning Warren

Roadster with round tank or dickey seat	\$1575.00	Touring Car	\$1750.00
Fore-Door Roadster	1750.00	Torpedo Touring Car	1975.00
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WE REPRESENT—

WESTERN SELLING HEADQUARTERS.

THE ADVANCE THRESHER CO., BATTLE CREEK, MICH.

THE MINNEAPOLIS THRESHING MACHINE CO., HOPKINS P.O., MINN.

Last year snow struck the farm early in November and many thousands of bushels of wheat had to be left in the stacks.

The wheat is hauled directly from the machine to the cars and is shipped at once. Mr. Fike is now building a 30,000-bushel elevator at Levant for handling the wheat. The machine threshes a little more than a car a day. Last year Mr. Fike did not get the cars as fast as needed, so this year he will have an elevator to take care of the grain when the railroads are unable to provide sufficient cars.

The thresher is not started until a week after the headers begin work. This is to give the wheat time to become thoroughly dry before it is threshed, for it is easier to thresh very dry wheat than that which contains moisture. This gives the headers a long start over the thresher and the machine never strikes newly cut grain.

On the morning Mr. Mohler and Maj. Anderson arrived at Colby Fike took some wheat just cut and had it threshed directly from the header box. A sackful was taken to the Colby Mill. The mill had been idle for several days, and this wheat was the first to go through the mill that morning. The sack of flour was bundled into a motor car and driven back to the headquarters of the largest field and made into light rolls by one of the cooks. The party ate dinner in one of the cook shacks that day and they ate these rolls, made from flour that was wheat standing in the fields less than five hours before. They were good rolls, too.

Fike has a dozen cook shacks. They are scattered about the big farm wherever it is most convenient for the men. The shacks are on wheels and may be moved about the farm to enable the men

to reach them easily and quickly when the whistles blow.

Just as soon as the threshing machine begins work the steam plows are rigged up and begin to go. The engines which drag these plows are of 50 horsepower. There is a water and coal tender which meets the outfit at one end of the field on each round trip. The carrying capacity of the engine is enough coal and water to keep it going for an hour.

To this engine are hitched thirty disc plows. The discs are coupled in gangs of six each and one lever controls all of the plows, in each gang, or one lever is coupled so that all the plows are thrown into or out of the ground at the same time. One man drives the engine, another sees that a good head of steam is kept up and a third watches the plows. There is a running board a foot wide over the entire length of the plow gangs so that the plow operator can walk along and watch each disc at its work.

The plows are coupled to the engine with cables and there are other cables to keep the plows all pulling evenly. Two 10-foot harrows are attached, and the ground is plowed and harrowed at the same time. Each gang of the plow cuts six furrows, each eight inches wide and each gang cuts a furrow of its own four feet wide. The entire plow turns over a strip of ground 20 feet wide at one time. The plows are set from five to six inches for ordinary plowing.

The gasoline plow is of 30 horse power and it pulls three of the gang plows of six discs each. It cuts a strip twelve feet wide. Mr. Fike and some friends are building a gasoline threshing engine and plow engines at Colby which will be used on the farm in place of the steam engine as rapid-

dly as they can be made. The engines are four-cylinder motors, cast in pairs.

As soon as the harvest is over the teams that had pulled header boxes and headers are put to work plowing. Every team that can be used in the fields is put to work either with a plow or with harrows. August 20 about half the teams are taken from the plows and put to work on the drills and the wheat seeding begins. The seeding is kept going until the last of September, and an effort is made to get all the wheat into the ground before October 1. What is not seeded at that time is left until November.

Mr. Fike sows one bushel an acre each year. Some of the seed is imported from other states and counties and none is sowed on the same field from which it was harvested. He takes seed from one field and sows it on another, five or ten miles away.

Making the Implement Business Profitable

E. W. McCullough.

Truth is an established principle; no matter how much we warp, twist or abuse it, it still remains unmoved. Success and profit are related terms, closely associated in business, for if you have success you must have profit, or if you pursue methods which bring profit you have gained the ultimate object of business and have succeeded.

To succeed and make profit in any line of effort we must believe, respect and actually love it as far as love can be applied to material things.

To believe in this, your business, and to respect it, you must realize that it is no small honor to be a channel for the distribution of the tools to raise and harvest the material to feed and clothe over 90,000,000 people in this country; to say nothing of the surplus going to the people of the old world. Perhaps you feel that your dimensions in that great task are as a kernel of corn in an elevator bin, yet you must have felt a thrill of pride when returning home in harvest time from a long, dusty drive, and the tired team stopped a moment on the crest of a hill, so that you could look a long distance toward the

setting sun, which was throwing the last dash of beautiful coloring over the landscape and lighting up the greens, browns and yellows of the magnificent crops, towards which you have contributed your share.

You say this is sentiment and has no place in business, but you will have to show me the successful salesman who does not regard his line and his customers with something more than passing interest. You will find he knows everything about the material and construction in them, and just what the machine will do, and why it will satisfy wants better than anything else on the market. Nothing but truth and facts are needed, but it does take knowledge and enthusiasm to tell them in a convincing way.

We find on the market to-day machines, wagons and carriages which sell better than other makes, while they apparently do not have more real value in them than some others. What explanation is there for this condition? And is the usual one given—that it is the brand, early introduction and special demand, or reputation of the factory—which give them large trade and top prices, true?

Yes, these are all factors, but not the most important ones. Go back to the time these lines were new and struggling for a foothold, and you will find the war of prices just as strong in proportion as now, and they have had to fight ever since; but back in those days there was a salesman who knew his line, and, believing in it heart and soul, conveyed this belief to his trade and build up a willingness on their part to pay more for them.

The manufacturers sustained the claims of their salesman by making good goods, and this repeated for years has given them the so-called established trade. There is always a beginning or first opportunity, but it is only the one who is interested in a line beyond immediate sales and profits who seizes it—you simply cannot eliminate the human side of sales-making and succeed, especially at retail.

THE COST OF DOING BUSINESS.

Now we come to a department of our business in which all sentiment must be eliminated, and the cold facts and all of them dealt with. I refer now to the expense

Sell the "BISSELL," the HARROW THE BEST FARMERS WANT

Western Farmers realize that cultivation with the right Disk Harrow increases their crops. There is a vast difference in Disk Harrows though, and the best farmers select the "Bissell" as the Harrow that gives the most thorough cultivation, that stays down to its work and stirs all the ground, that has the greatest capacity and that does both the most work and the best work. So, when an agency is wanted for a Harrow that will sweep everything before it, the "Bissell" is chosen. "Bissell" Agents make money because farmers want that kind of a Harrow. The "Bissell" is so designed that the hitch is well back, the seat projects over the frame and the frame is directly over the gangs. This construction removes the weight of the Pole, Levers, Braces and Driver from the Horses' Necks. But write for booklet giving complete description; also ask for prices and local agency for your territory. Address—

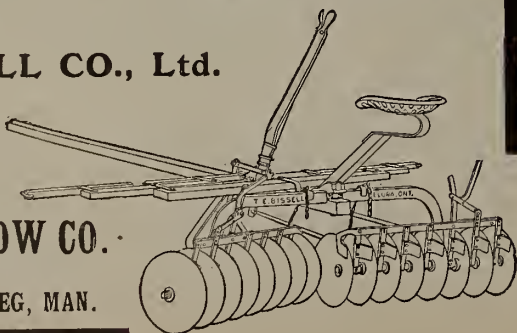
T. E. BISSELL CO., Ltd.

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ELORA, ONT.

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JOHN DEERE PLOW CO.
LIMITED

Western Agents, WINNIPEG, MAN.



Modern Interior Decorations

are those presented by the use of

"Galt" Metal Ceilings and Side Walls

The new patterns will catch your fancy at once. The embossings are heavy. The plates perfectly made and application easy.

THE GALT ART METAL CO. LTD.

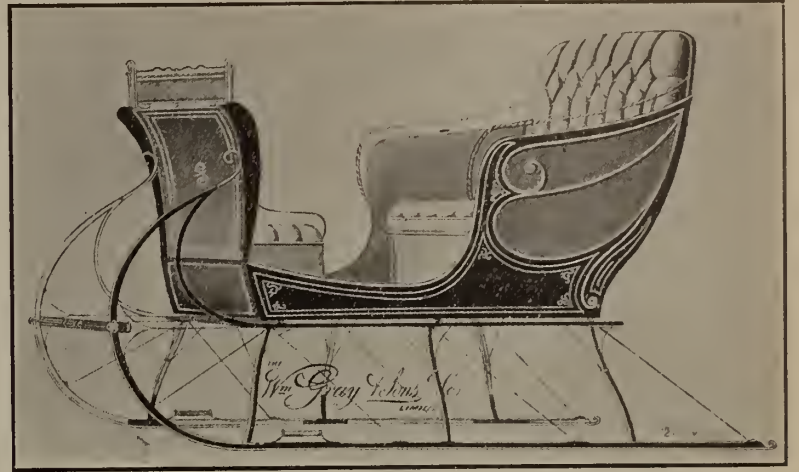
GALT, ONT.

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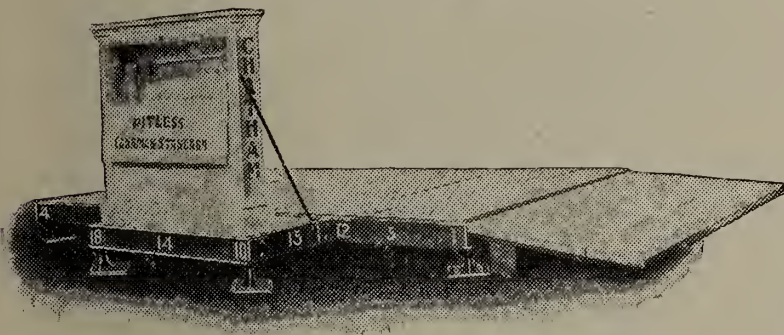
NOBBS & EASTMAN, 839 Henry Ave., Winnipeg



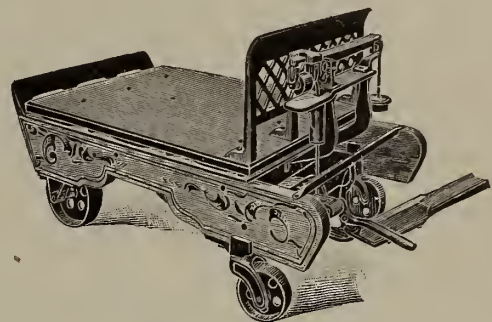
No. 403 Auto Seat Buggy



A Roomy, Comfortable Cutter



5-Ton Pitless Scale



2000 lb. Wagon Scale

High-Grade Carriages and Cutters

The buggy season is still with us and it is not too early to place your orders for Cutters. When visiting the Fair see our sample line of Cutters, Buggies, Mills, etc., and convince yourself that it is to your interests to form a connection with us and our line.

WE HAVE LARGE STOCKS AT THE FOLLOWING POINTS:

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If you are unable to see our line write for catalogue and prices.

GRAY-CAMPBELL Limited,

**Moose Jaw, Sask.
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**Our Mill
is a
Leader**



A Necessity in any kitchen

Made in three sizes
for hand or power.

Separates Perfectly

account covering your cost of doing business.

Ten thousand dollars when mostly invested in a warehouse full of bright new implements and vehicles looks larger than when you had it in cash, and it is an inspiring sight on delivery day to see a great string of teams hauling it off into the country. Those are the pleasures of business, but the real satisfaction and joy is when, at the close of the year, you can close the old ledger with a bang on December 31 and say you don't owe a dollar and have 10 per cent net profit on your year's sales, and say it truthfully. How many merchants do you think can? Well more than could say it two years ago, and there will be more still next year, because more are knowing what their expenses are, and they are figuring a sure profit.

EXPENSES MUST COME BACK

The expenses of a business are like the sands in an hour glass, passing silently out of the cash drawer a little at a time, yet unless they are all returned in the payments received from goods they are as easy to keep track of as the sand in the hour glass.

The items are so common they are known to all, yet many merchants to-day get nothing out of their sales to pay them for the daily service they give their busi-

ness, and some even throw in the labor of their sons, others lend a building or a lot to their business free, still others risk their whole investment in their business and charge no interest for the loan.

These are legitimate expenses and should be paid by the purchaser of the goods but not being included in the selling prices, the customer cannot pay them, and they come out of the merchant's capital.

CAN USE THE CAPITAL ALL UP.

A merchant with \$5,000 cash buying a \$10,000 stock on time can sell all his goods at 10 per cent loss and draw out of the business \$100 per month for living expenses for several years before he discovers his capital is used up, unless he keeps tab on his costs and sells at a known profit.

The problem of merchandising is this:—

You have the invoice and freight bills to give you the first cost, and you know what per cent of profit you want to make, but you must bridge the distance between first cost and net profit, which is the expense of doing business, and that bridge can only be built by adding together every item of your expenses.

No estimates will do, nor will the cost in another store doing about the same volume of business fit your case, for, just as there are

no two bridges exactly alike, so the cost of every business differs.

To the merchant who is in love with his line, and who has accurate knowledge of his costs and profits, there is little else to caution him about, for by the figuring of his expenses he has learned to curtail them, and his familiarity with prices, both cost and selling, has made him a better buyer, and through the watching of his losses he has become a better collector and fully appreciates the added safety he gets in selling on the shortest possible time.

A SATISFACTORY AND PROFITABLE LINE.

The implement and vehicle business is, if a few very common sense rules are followed, peculiarly situated, and is one of the most satisfactory and profitable lines which could be handled.

Agriculture is the foundation on which all our material prosperity is built; general good crops means prosperity in spite of all other manipulations of man, and your customer, the farmer, who is first to share in this agricultural prosperity, is obliged to give to those supplying him his necessities a division of prosperity, but the measure of this division is dependent on you and not on the farmer; for the labor of his hands and the fruit of his farm he demands of you a price and you pay it. He extends you no credit, refuses to become your banker, and only hands over his products when you have tendered him the cash.

It is a mistake to consider that he is not provident, and that he cannot manage what he receives for his crops, even better than he who works for wages, and the chances of his increasing his income are even greater. Consequently you are dealing with a class that is not only intelligent and provident, but which has more ready means to pay for what it wants than any other.

UP TO THE MERCHANT.

Therefore in considering the simplicity with which business can be done and the prosperity of

the class with whom we are to do it, is not the solution of good profits and satisfactory conditions in our own hands and not elsewhere? In other words it seems to be strictly up to us individually, and each will have to be governed accordingly.

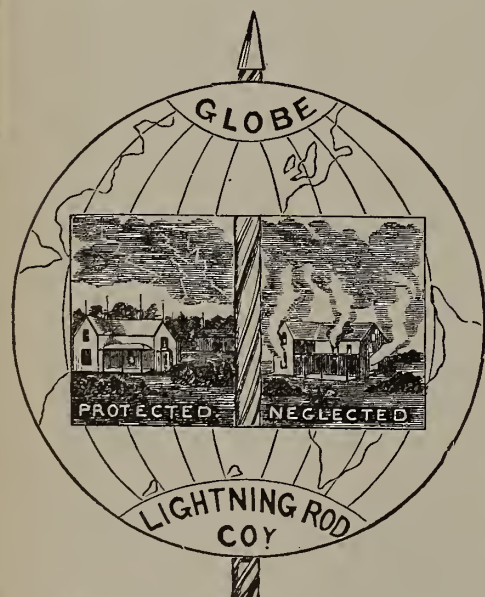
If we are to make a success of our business, we must be in absolute control of it, doing our own buying, doing our own figuring and price-making and likewise our own selling.

If we have competitors who disregard costs and throw away profits, we must reach them and endeavor to have them correct their error or we must ignore them. Cut prices never brought anyone into favor of the customer, and meeting unprofitable prices is simply paying the loss out of your investment.

Agriculture in Manchuria.

E.C. Parker, an American agricultural expert employed by the Chinese government, recently contributed a review to a Shanghai newspaper on Manchuria's resources. This gentleman is of the opinion that Manchuria, if properly developed, could feed almost the whole of China. In view of the recent famine and plague in China, the following description is interesting.

Assuming that a human being can be maintained on 10 hundred-weight of grain, or its equivalent, annually, China's population of 400,000,000 would require an annual crop product of 200,000,000 short tons. Manchuria contains about 360,000 square miles, two-thirds of which, 240,000 square miles, or 153,600,000 acres, may be fairly estimated as cultivable. An average rate of production of 15 hundredweight of grain per acre on this cultivable area gives a total of 115,200,000 people who could be supported. (The correct total would apparently be 230,400,000, instead of 115,200,000). Even the result of this theoretical calculation astounded me, so much larger were the figures than



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any off-hand reasoning would have estimated. But it is even within reason that Manchuria and a strip of eastern Mongolia could produce sufficient grain to feed 300,000,000 to 400,000,000 people. It is an uncharted region so far as agricultural production is concerned; one can not state definitely what the available soil areas are in Manchuria and eastern Mongolia. It is no wild guess, however, to say that in Manchuria and eastern Mongolia there are at least 300,000 square miles of agricultural land, the better parts of which will produce under good management, 30 to 40 hundred-weight of grain per acre, and the least productive 5 to 10 cwt.

The extent of Manchuria's agricultural resources is a universal subject of conversation in North China. Every traveler who comes to Mukden from South China is filled with amazement and enthusiasm as he views the wide stretches of fertile plowland. Every traveler who comes into Manchuria from Siberia has imprinted on his memory the same impressions. He carries away no impressions of beautiful scenery, magnificent cities, nor the bee-like activities of manufacture, but the impression of a view of brown fields or the waving leaves of grain crops. Often have I checked my pony on the summit of an elevation in the Manchurian prairies to gaze in mute admir-

ation at the extent of the brown, undulating fields, that seemed boundless save for the horizon or a bluehazed ridge of mountains.

The potential wealth of these fertile prairies is so great as to dwarf by comparison the resources of mine and factory, for agriculture when well managed is a permanent and staple industry. Not only may these soils produce food for man, but in the days to come, when the coal mines have yielded up their last pound of fuel, they may be used to gather energy and heat in the form of alcohol.

Compared with the other Provinces of China, Manchuria is a new and virgin territory. Fengtien Province, in the southern part of Manchuria, is quite thickly settled in some parts, and the land is subdivided into comparatively small fields that are tilled in a fairly intensive manner. Many communities can be found, however, in central and northern Manchuria that have been in existence only from 40 to 60 years; where the population is not sufficient to plant and harvest the crops, and where transient labor from Shantung Province is employed to assist in the work of agricultural production. In northern Manchuria, in Kirin and Heilungkiang Provinces, many a small community may be seen that is just getting its houses up, breaking the virgin sod, and

throwing away its supplies of manure because manure makes the crops grow too rank a straw on the rich, virgin soil.

Undoubtedly if river traffic were possible from the thickly settled region of China to the interior of Manchuria the country would be more densely populated than at present. The larger part of transportation between Manchuria and the older parts of China has only recently been possible. The rigorous climate of north Manchuria also tends to prevent a crowding of population, for only the most active and vigorous people may succeed in a climate where the soil is frozen for six months of the year.

The system of agriculture practiced in Manchuria is crude and wasteful and is in strong contrast to the methods used in other parts of China where the necessity of conserving land and increasing production has forced better if not more scientific methods. In Manchuria the only tools are the crude shovel-shaped plow, a hand roller and a hoe. The soil is simply stirred by the plow into ridges, along which the seeds are sown. The feeding of grain or forage in animal husbandry is unknown. The live stock consists mostly of characteristic razor-back, pot-bellied Chinese hogs, which are allowed to range the fields as scavengers.

The fields are denuded of all stalks, straw, and other materials each autumn for winter fuel. Cattle are kept as work animals, and a few sheep are to be seen. The grain crops raised are almost always marketed in bad condition due to the primitive method of threshing and storing.

Soya beans, kaoliang, and millet are the distinctive crops of Manchuria, and one of them—soya beans—gives Manchuria its only passport into the realm of world commerce. Manchuria is at present preeminently a bean country—the greatest bean-producing region in the world. Take away the bean trade from Manchuria, and the imports would dwindle to almost nothing. Ten years ago little was known about the trade of Manchuria. To-day it is closely studied in London, New York, Hamburg, Seattle, and many other great trading centres. The foreign demand for soya beans and the rapid rise of prices during the past two years are phenomenal in trade annals.

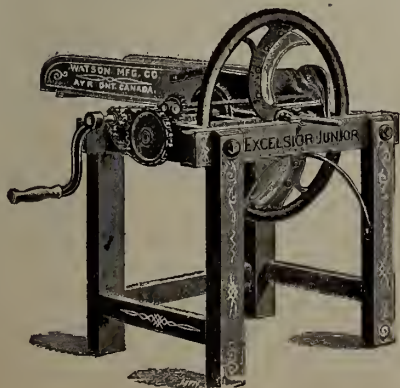
Kaoliang and millet, the other two important crops of Manchuria, are used chiefly for human food, and only relatively small amounts find their way into the export trade. The wheat and flour industry of north Manchuria is growing steadily and will soon be an important item in Manchuria's exports. Five years ago the United States enjoyed a lively

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trade in flour with Manchuria and North China. To-day that trade is extinguished because of high prices in North America and because of the increasing local manufacture of flour.

Wild silk, Indian maize, barley, upland rice, tobacco, hemp, hides, and pelts are produced and exported to Japan and South China, but as yet these products are of minor importance as compared with soya beans, kaoliang, millet, and wheat.

Wheat Farming in Mexico. U.S. Consular Report.

While San Luis Potosi is not a wheat growing district, yet there is a yield of about 200,000 bushels annually within the State. The wheat land extends southward and westward into Guanajuato and Jalisco. The varieties of wheat raised are red, white and mixed. Medium and soft red wheat is said to give the best results, and the grade produced improves towards the south. Durum wheat is being tried at present, as it is believed less liable to smut.

On the large estates some modern machinery is used in cultivation—American plows and threshing outfits, also reapers, but no self-binders. On the smaller farms the grain is cut by hand. The small farms are not commercially important and the bulk of

the wheat is produced by a comparatively few large proprietors. There is as yet little care in selecting seed, and wheat is raised only when its cultivation does not interfere with the more important production of chili, which is considered the most profitable crop in this section.

The selection of crops is primarily a question of water, next a question of labor, and the question of available land comes third. The average rainfall at the city of San Luis Potosi is only 14 inches per annum, which increases to the southward until it reaches about 28 inches per annum at Guanajuato. But it is not the deficiency of rain so much as the season of its fall that determines crops. The rains begin in June and continue until October. The result is that corn can be raised largely with the natural rainfall, but wheat planted in September or October must be irrigated.

Irrigation systems are not yet scientifically installed, except on a few large plantations, and rude earthen dams are the usual means. Wheat is raised mostly on the lower lands. The method is as follows: The corn is taken off in August or September; the land is immediately plowed and cross-plowed; the earthen dam is cut and water allowed to spread over the low lands. Wheat is then sowed both above and below the dam. Being sown in October,

the harvest comes in March and April, and corn is again planted in April or May in time to get the benefit of the natural rain beginning about the 1st of June. Ten per cent. of brown beans is often planted with the corn. On the larger estates where irrigation is practiced there is little attempt at rotation of crops, as land is plentiful and water can be diverted to new tracts when desired.

All the wheat raised in the district finds a good local market. The mill in San Luis Potosi buys from a radius of 75 miles south and west. The local consumption of wheat has increased largely in the past 10 years. Up to 10 years ago wheat averaged in price in this district 68 cents gold per bushel. In 1901 the price moved up to about \$1 gold per bushel, and has now for some time past been around \$1.50 gold per bushel. The local supply is not equal to the demand and flour is brought in from the northern States. The duty per kilo (2.2046 pounds) on wheat is 3 centavos (1.49 cents) and on flour 10 centavos (4.98 cents); as a consequence flour is not imported. The wheat imported here comes chiefly from Kansas City.

Much of the land adapted to wheat is too irregular and broken to allow of the best use of modern machinery, although it could be used much more than at present. The problem of raising an ad-

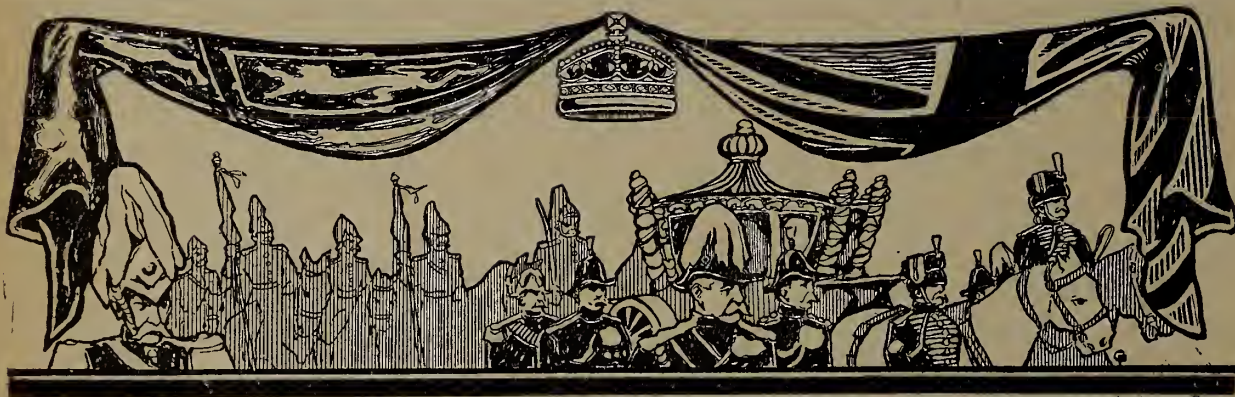
equate supply of wheat and reducing the price to a point within the reach of the laboring classes is entirely one of water supply and regulation. At present water is in general supplied only to certain tracts and wheat can not be profitably grown on a small scale in competition with garden crops. The bulk of the wheat is grown by large landowners, who are able to hold their crop for the best price, and there is no rush to market after harvest time.

The Railroad or the Farm.

Most people believe they would be more happy and contented if they could take up some other pursuit—in most cases the direct opposite of what they are now doing. The office man longs for life on the farm or in the woods; the farmer, on the other hand, is often heard to sigh for city life, with its fine clothes, easy money and so on. In the great majority of cases we believe a radical change of this kind is not for the better. Experience has shown that the rolling stone gathers but little moss and although the stationary rock sees nothing of the world and its delights it becomes a respected land mark. That there are cases where a change of occupation is distinctly beneficial cannot be denied, but in the search for congenial employment one is likely to find some disadvantage in every calling. We read not long since of a young fellow who started firing a locomotive; he fired three years and ran an engine for a year, and at the end of that time, found that by more than average care he had saved \$500. His brother took a Saskatchewan farm on shares at the same time the railroader started on the engine, but at the expiration of the four years the farmer owned 18 horses, 16 cattle, the implements necessary to work a half section of land, which he also owned, and a cash account of \$2,000.

The above is certainly a very strong argument in favor of the farm, although all persons cannot hope to make such rapid progress. Then, again, the railroad life has great fascination for some, and undoubtedly holds out prospects of high advancement for the few men who combine diligence with ability. All things considered we believe life on the farm is as healthful, profitable and honorable an occupation as a man could well follow, but the measure of success attained will very largely depend on the personal character of those who get "back to the land."

It is true you can't get many implements into your display window, but you can display them attractively just the same.



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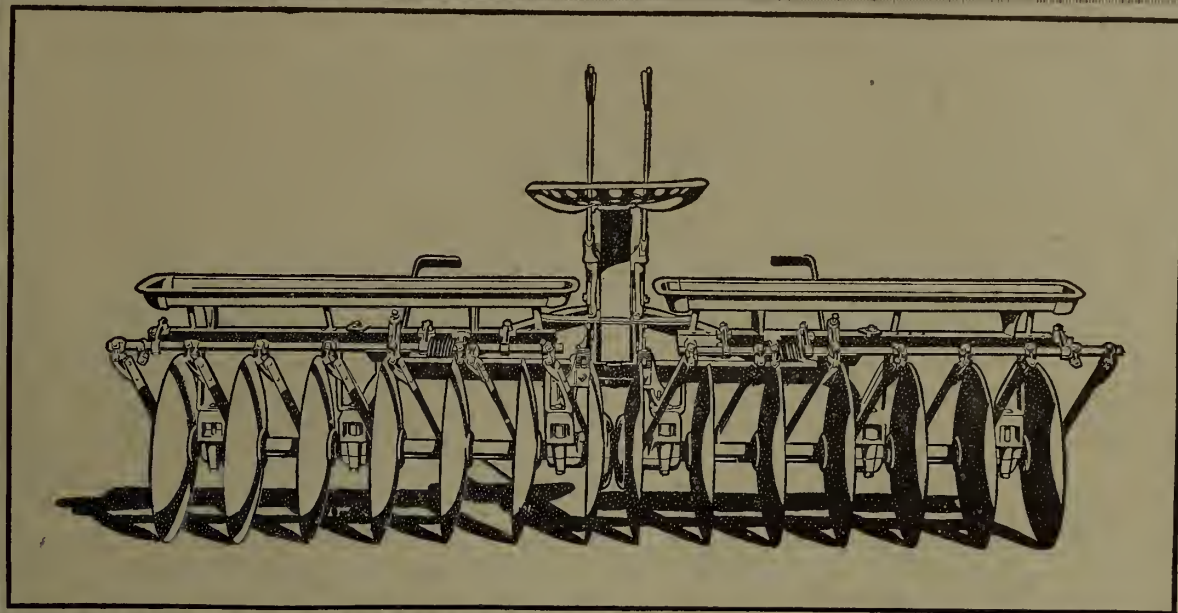
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There was a time when farmers raised more than they could harvest; today they can harvest more than they can raise. This is leading us to what is called intensive farming, and crowns the modern disk harrow as king among implements.

With a few more apostles like Campbell, and a few more dealers who appreciate and talk the value of the harrow, it will not be long until the American farmer raises as much per acre as his more intensive European brother.

It is part of your business and ours to instruct farmers in the value of the disk harrow, as well as of all other up-to-the-minute machines and implements, such as are found in the I H C line of harvesting, haying, and corn machines, twine, manure spreaders, gasoline engines and tractors, cream separators, wagons and motor vehicles, and the rest.

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CANADIAN FARM IMPLEMENTS

VOL. VII., No. 8

WINNIPEG, CANADA, AUGUST 1911.

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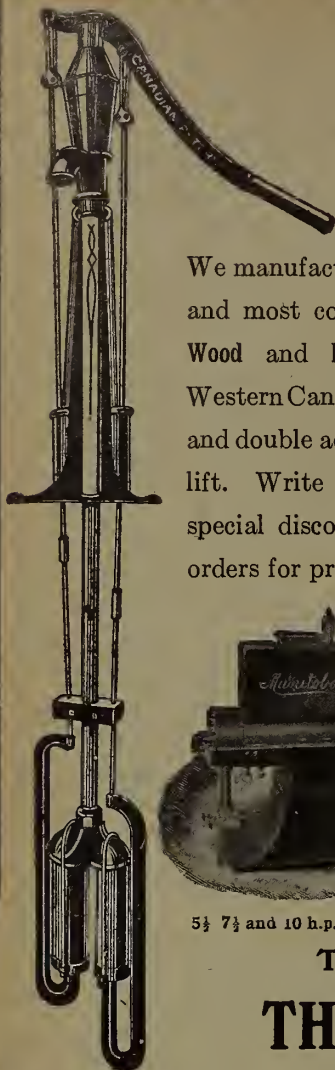
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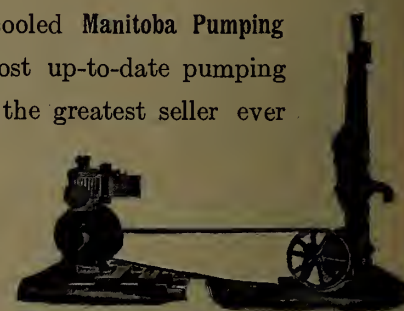
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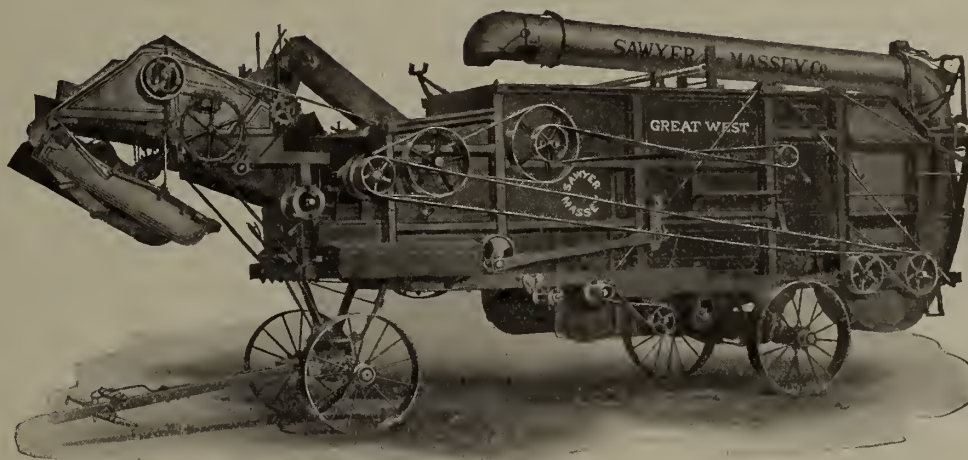
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WINNIPEG, MANITOBA.



4 Furrow Cockshutt Plow, 1911 Motor Trials.

I take pleasure in writing you a few lines in reference to the ten furrow Cockshutt engine gang plow which I purchased of you last season. I broke five hundred acres with your plow last season in a very brushy country, also plowed three hundred acres of stubble land in the Fall, and can highly recommend the plow for all classes of work. I recommend the breaker bottoms for the second plowing where there are many roots in the land. It does not need the rolling coulter and stubble bottoms until the third plowing in any country where the land contains poplar and willow roots.

They are a splendid plow and I cannot too highly recommend them.

I intend to break six hundred acres this season of heavy scrub land.—E. S. CLINCH, Shellbrook, Sask.

The ten furrow plow we purchased from you outclasses anything of its kind we have ever seen, especially on stony land. We have plowed 1300 acres of sod, some of it very stony, in forty-five 12-hour days, without even breaking a point or bolt. Two men handle the engine and plows. The enclosed photograph is a fair sample of the work it will do. Too much cannot be said of your plows.—HARRIS & SALMON, Raymond, Alta.

Tested it in stony and hummocky land—the heaviest I could find at Fillmore. It did first-class work. Broke baked sod right up to harvest time. Strongly recommend "Cockshutt."—ARCH. DALE, Moffat, Sask.

Broke over 800 acres this season with only two break-downs, both of which were unimportant. We did breaking in all kinds of soil. Where there is stone the plow can't be beat. This fall we have tried backsetting with the breaker bottoms and they do as good work as the average farmer does with horses and a gang or sulky. Everybody that saw our work was well pleased, and we can go to break for the same parties another year.—JACOB GIEM & SONS, Hirsch, Sask.



Avery Engine and Cockshutt Plows, 1911 Motor Trials.

A COCKSHUTT DEALER SUCCEEDS

Opportunity cannot knock:

Level-headed merchants have realized

Are YOU One?

If not, become one. It helps you build
buys with both sides of his dollar

We are ready to offer you an attractive

At the recent Winnipeg Motor Trials, highly satisfactory showing: it worked wonder testimonials from enthusiastic prominent farmers say upon the importance. Read these intensely interesting facts, that make the Cockshutt Engine Gang give you a better idea of why Cockshutt

Be a Cockshutt Dealer—
of added efficiency, but

Write to

Cockshutt Plows

Branches: Winnipeg,

Distributing Warehouses: Red Deer, Lethbridge

SHUTT R IS A ful Man!

ur door until you get a door
and thus they became Cockshutt Dealers

permanent success, for the man who
eks The Cockshutt Dealer.

position of immense possibilities!

ckshutt Engine Gang made again a
limit of economy and efficiency. No
ers come thick and fast. Read what
ject of "the best plow in stony land."
ough these are only a mere few features
ne and outclass all other makes, it will
lers succeed in any section of the globe.

only gives you the benefit
ARGER PROFITS.

to-day.

Company Limited

ay, Regina, Saskatoon

e Edmonton, Brandon, Portage la Prairie



6 Furrow Cockshutt Plow, 1911 Motor Trials

The Engine Gang has given us perfect satisfaction. Did first-class work long after horse plows had given up plowing as being too hard and dry. We had tried most all kinds of plows, trying to make them do good work with an engine, but couldn't make much headway, as there were too many breakages. We had decided to quit steam breaking when we heard of your plow. We went to see one of them working and decided to get one at once. We made no mistake in doing so. It does good work in the hardest of ground, and we have had so far no breaks except a few bolts and points of shares. That is nothing, as we have turned stones up that two men couldn't put on a stone boat alone. When we hit them we expected to see the plow all broke to pieces, but they just dropped into place and went to work plowing as good as ever. Till your plow came here we never saw one that would stand it. It is as good to-day as the day it came off the cars—R. STUCKEY & SON, Pincher Creek, Alta.

Have broken over 800 acres this season and the plow has given us perfect satisfaction. Have turned out rocks that will measure about two feet square without damage to the plows.—HOLBROOK & ARCHBOLD, Prague, Alta.

Used the engine gang in very stony land. Have plowed out stones that would demolish a common horse gang and have not as much as bent a point or broken a bolt. It would pay you to have on exhibition one stone in particular that we plowed out. The strength of the plow could not be better proved. It has given satisfaction in every particular.—F. E. GABEL, Weyburn, Sask.

The engine gang gave me perfect satisfaction. Had tried steam plowing before with three bottom solid beam plows of another make, but one season was enough for us. However, we saw a cut of your plow and we are not sorry we bought same. It will plow stubble in fine shape as well as sod. We struck large stones and rolled them out that one man could not load into a wagon, and never hurt the plow, which went right along as if nothing had been in the way.—TIGNER & LEHMAN, Nanton, Alta.



6 Furrow Cockshutt Plow, 1911 Motor Trials.

Cockshutt Quality Makes Re-Orders Easy

Thousands of satisfied users insist on having the Cockshutt implements because they know from past experience that the Cockshutt answers perfectly all expectations.

Every improvement that has demonstrated itself to be a **real** improvement has been put in the Cockshutt line, and for every new need that has been developed there has been a Cockshutt appliance to meet it.

For that reason, the Cockshutt name **Makes Re-orders Easy**, and men who had their eyes open for a chance to make more money became Cockshutt Dealers.

Are you one of them?

When you take an order for a Plow, a Harrow, a Binder, or any other implement, you might think the deal is ostensibly closed. But it isn't—it is not closed until the goods have been delivered, and accepted, and **have made good**.

Thus, recognizing the good policy of selling nothing but the best, we never dodge the responsibility for **make-good quality** in any of our implements. The fact is known, it stands out as an open letter of recommendation of our business, **and the benefit of it is yours**. Everything we sell conveys the quality note.

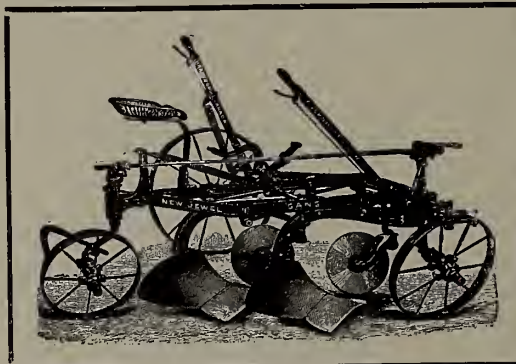
That's our guarantee.

Those who know our leaning to what is sometimes called "conservatism" will fully realize what our guarantee stands for. Our word is our bond, and you may rest assured that, in dealing with us, you get what money will not always buy: "a square deal."

If you are not already a Cockshutt Dealer, become one, and know positively that you are building for permanent success. Write for terms, ask any specific question—it will be answered definitely.

The construction of the New Jewel Gang evidences that Cockshutt implements have kept on improving with the times.

The frame, beams, bails, axles and braces are made of high carbon steel, the frame will stand the severest tests which a plow of this kind will ever have to undergo. Steel wheels have long, removable dust-proof bearings with large wearing surfaces insuring long life and small cost for repairs. With hard oil these bearings require very little attention. Land wheel is large and fitted with cushion spring to absorb shocks. This plow is equipped with a high lift attachment, which



NEW JEWEL GANG

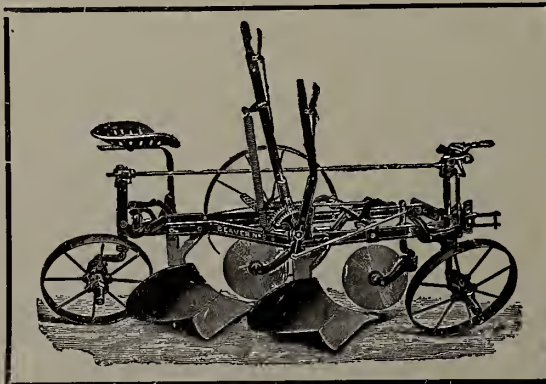
is worked by the foot, leaving both the driver's hands free to manage the horses. A special device locks the plows up when raised from the ground and locks them down when set for work. This locking device can be arranged to enable the bottoms to rise up when striking an obstruction, a great advantage in stony land.

The Jewel Gang is made with 12 inch or 14 inch bottoms, either breaker or stubble (interchangeable).

The man who buys this plow has found and is putting in practice the one right way of getting maximum results at the minimum of cost.

Furrow and Rear Wheels on the Beaver Gang are connected and controlled from the pole. By this arrangement the plow is easily guided when working or turning at the ends. The levers are so placed that they are easily reached by the operator. It is light of draft, strongly built, and can be worked by anyone.

The plow is easily raised by means of lever and spring lift. It is



BEAVER GANG

a very successful, light two-furrow riding gang.

It is fitted with steel and malleable standards which are unbreakable and will stand the wear and tear.

The universal demand Dealers have for the Beaver Gang demonstrates its efficiency. Up-to-the-minute in every way, and a sure seller.

All goods ultimately find their destination, but that man whose goods find their market QUICKEST makes the most money. Do not try to go around it when this is the short-cut. BE A COCKSHUTT DEALER!

Cockshutt Plow Co. Limited.

Branches: **Winnipeg**

Calgary

Regina

Saskatoon

Distributing Warehouses: **Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie**

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 8

WINNIPEG, CANADA, AUGUST, 1911.

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Per Copy, 10c.

Winnipeg Exhibition Reaches Majority

Twenty-First Birthday of the Big Show.—Newly Christened "Canadian Industrial Exhibition" goes One Better than Ever Before.

This year's Industrial Exhibition will long be remembered by those familiar with the steady upward progress of this institution. The complete destruction of the grand stands by fire a few days before the date set for opening called for the exercise of all the energy and tact of which the management are capable, and that their efforts were successful was seen in the fact that the fair opened only one day later than was scheduled—July 13. A noteworthy feature was the Agricultural Motor Contest, of which we present details in another part of the paper. This event, which compels the attention of manufacturers and users of farm power the world over, has reached a magnitude and importance unique on this continent, forming, as it does, a criterion of the efficiency and adaptability of the rapidly increasing number of farm tractors in use on the Western prairies. The various engine gang plows used are also subjected to a severe and thorough test at this annual contest, and it speaks volumes for the plow manufacturers that they have kept pace with the growth of the tractor, and provided special engine plows which will stand up to the enormous strains encountered in this work.

Threshing machinery and farm implements for various purposes met with the same keen interest as in other years, several new exhibitors taking advantage of the opportunity to display their goods and practically all of the old timers being on hand. As in past years nearly all of the implement concerns confined their efforts to special displays on their own premises, and in these cases all report a satisfactory attendance of visitors and good business done.

Of the amusement features provided by the management the Wright biplane, under the piloting of Frank Coffyn, was undoubtedly the great drawing card. It is safe to say that many thousands came to the Exhibition purely to see the aviator, and the crowds were not disappointed, as he made at least one successful flight each day, taking a passenger on the closing day.

A good racing programme and excellent vaudeville were provided each day before the grand stand, and a new ten mile record for motor cycles was established by Joe Baribeau on an "Indian," time 12 min. 17 1-5 sec.

Weather conditions were ideal, cool breezes prevailing most of the time, and record attendances were broken on Citizens' Day, when 75,102 passed the gates. We believe the financial success of the Exhibition was very satisfactory. We understand that the directors have decided that new and larger grounds and better facilities and accommodation for the Motor Contest are necessary for the fair, so that next year will probably see the exhibits housed under ideal conditions, and the best of accommodation afforded for every department.

The lack of any kind of shelter on the plowing grounds was a regrettable feature this year.

Following is a brief summary of those exhibits of special interest to our readers.

TRACTORS, THRESHING MACHINERY, IMPLEMENTS, ETC.

Immediately upon entering the grounds from the east was displayed an automatic stooker attached to a binder. This was demonstrated by R. Hammond, of Winnipeg.

An automatic wind stacker was exhibited by the Neepawa Mfg. Co., of Neepawa, Man.

The Stewart Sheaf Loader Co., of Winnipeg, had a stook and sheaf loader on exhibit.

The Winnipeg Steel Granary & Culvert Co. exhibited a number of their corrugated culverts, corrugated grain tanks and a section of steel well curbing.

An automatic grain stooker exhibited by the Homan Mfg. Co., of Winnipeg, was shown in operation.

The Russell Grader Mfg. Co., of Minneapolis, Minn., had one of their steel reversible road graders, an elevating grader and a simple low wheel grader on show.

The Belden Machine Co., of Winnipeg, exhibited one of their Cameron Grain Elevators fitted with their 2 1/4 h.p. gasoline engine.

The American Abell Engine

and Thresher Co. exhibited a Universal farm motor, 40 brake h.p. operating a Toronto Combination separator 32 x 56 and a Cock o' the North 26 h.p. simple steam plowing engine operating a 36 x 60 Toronto combination separator. In addition to these they had a complete display of their goods at their offices and show rooms just outside the grounds.

Goold, Shapley & Muir, of Winnipeg, had two 45 brake h. p. gasoline tractors, 28 h. p. portable, 3, 6, and 8 h. p. horizontal stationary, also 2 1/2 and 1 1/2 h. p. upright gasoline engines. Four all steel batch concrete mixers and an assortment of Maple Leaf Grain Grinders, wood saws and iron pumps completed their display.

The Canadian Fairbanks Co., of Winnipeg, exhibited the following gasoline engines: 25 nominal h.p., two portable 25 nominal h.p., two 8 h. p. horizontal, three 6 h. p. horizontal, a 2 and 4 h. p. vertical, and a 2 1/2 h. p. vertical operating a combination woodworking machine. Three Sparta well drills, two portable and one tractor; six Standard scales, one truck, one pitless platform scale and a large number of small scales.

The Massey-Harris Co., of Winnipeg, had on display Olds gasoline engines varying from 1/4 h.p. to 20 h. p., stationary and portable, two 1 1/2 h. p. horizontal, three 4 1/2 h. p., one 6 h. p., two 8 h. p., and one 12 h. p. A 1 1/2 h.p. engine was operating a Massey-Harris cream separator, a churn, mangle and pump; a 6 h. p. portable was operating a Massey-Harris straw cutter and a 15 h. p. portable operated a Blizzard ensilage cutter.

Displayed by the International Harvester Co., were two 20 h. p. "D", one 20 h.p. "C" gasoline tractors, one Aultman Taylor separator 27 x 42, one McClusky separator 28 x 42, five hopper cooled horizontal gasoline engines from 2 1/2 to 8 h. p., three water cooled gasoline engines 2 to 6 h.p. three air cooled gasoline engines from 1 to 3 h. p., a 6 h.p. skidded engine operated a Vessott grinder, iron pump, fanning mill, washing machine and a Blue Bell cream

separator. In addition to the foregoing they had the following engines in the contest: Gasoline tractors—one 45 h.p. opposed cylinders, one 45 h.p. twin cylinders, one 25 h. p. single cylinder, and one 20 h. p. single cylinder. Kerosene tractors—one 45 h. p. twin cylinders, two 25 h.p. single cylinder and one 20 h. p. single cylinder.

Three engines: two 30 h. p. simple, and a 22 h. p. simple, were displayed by the Robert Bell Engine & Thresher Co. of Seaforth, Ont., and Winnipeg, Man. In addition, this firm had three "Imperial" Separators on view, dimensions 28 x 42, 32 x 54 and 36 x 60.

Burridge-Cooper Co. exhibited the following Geiser oil tractors: one 4 cylinder 50 brake h. p. and one single cylinder 22 brake h.p., a 6 h.p. stationary horizontal Gade air cooled engine, a 3 h. p. of the same make, a 33 x 50 and a 27 x 39 Geiser sieveless separators with full attachments completed the display.

The Gaar Scott Co., of Richmond, Ind., and Winnipeg, had a large display of engines including four steam engines, a 16 h. p. a 25 h. p. simple, one 32 h. p. twin tandem compound with special extension rims for plowing, one Gaar Scott four cylinder 80 b.h.p. gasoline tractor. Three separators, 28 x 40, 36 x 60 and 40 x 64 were also on view.

Haug Bros. & Nelleremoe, Canadian jobbers of Avery machinery, had five Avery steam engines including 20, 30 and 40 h. p. Alberta Specials. A 25 h. p. gasoline tractor was also shown and a 12 h. p. farm truck. "Yellow Fellow" separators, 42 x 70, 32 x 54, 28 x 48 were on display. A full equipment of water tanks and threshers' accessories was included in this exhibit.

The Winnipeg Threshing Machine Co., had one of their hand power fanning mills with bagger attachment. A Buffalo Pitts 25 h. p. double cylinder steam engine operating a Niagara second steel separator 38 x 62 and a 3 wheeled 3 cylinder 70 brake h. p. gas tractor. A wagon box manure spreader and a twin fanning mill for power attachment were shown.

R. J. Downes Co., Minneapolis.

had a 4 cylinder 60 brake h. p. American Gas Tractor on exhibit.

A combination grain cleaner, grader and pickler was exhibited by the Maplebay Grain Grader Co. of Crookston, Minn.

The M. Rumely Co., of Winnipeg, and Regina, Sask., exhibited three 60 brake h. p., four 30 brake h. p. Oil Pull Engines, and a 20 h. p. double cylinder general purpose steam engine. Ideal Separators 28 x 44, 40 x 64 and 36 x 66 with Hart Brown wing carrier, two Rumely engine gang plows, 6 and ten bottoms, and a 500 gallon mounted gasoline tank completed this display.

The Hart-Parr Co., of Portage la Prairie, showed one double cylinder kerosene tractor, 45 brake h. p. and double cylinder kerosene engine 50 brake h. p. mounted on a three wheel spring truck.

The Gas Traction Co., of Winnipeg had on view four 30 h. p. four cylinder traction engines.

The Maytag Co., of Winnipeg, had on view a Madison Kipp oil pump, Perfection Wagon Dump Rack, Ruth "White Wings" Feeder, Maytag power washing machine, acetylene gas head light, belt guides, Pastime Washing Machines, Wringers, etc.

The Ontario Wind Engine and Pump Co. exhibited Stickney gasoline engines ranging from 1 1/4 h. p. to 16 h. p., namely, one 1 1/4, one 5, four 7, one 10 and portables of 7 and 16 h. p. Flour City gasoline and oil tractors of 20, 30 and 40 nominal h. p. Climax drilling machine operated by 7 h.p. Stickney engine. Grain grinders, well augers, pitless and truck scales, Aylmer tanks, iron pumps and Eagle lawn swings completed this display which was under a large tent.

The Sawyer-Massey Co.'s extensive exhibit included one 32 h. p. tandem compound combination plowing and threshing engine with 42 in. drive wheels and extension rims; one 30 h. p. compound, one 27 h. p. compound, one 22 h. p. single cylinder, one 35 h. p. simple, Sawyer-Massey 4 cylinder 45 brake h. p. gasoline tractor, one Marshall 4 cylinder 40 brake h. p. engine. Great West Separators of the following sizes were shown: 40 x 64, 36 x 60, a Daisy Separator 29 x 44, an Eclipse separator 30 x 36, for small power, and 8-horse Pitts sweep power. A Sawyer-Massey road grader, a stook loader and a full line of threshers' accessories completed this display.

The Waterloo Mfg. Co., of Portage la Prairie, showed a 25 h. p. simple traction engine running a 36 x 56 Manitoba Champion separator and a 16 h. p. engine operating a 28 x 42 separator of similar make. A 30 h. p. plowing engine, a 22 nominal h. p. 4 cylinder gasoline engine, and two separators in another part of the grounds.

The Nichols Shepard Co., of Battle Creek, Mich. and Winnipeg,

displayed two double cylinder plowing and threshing engines of 20 and 30 h. p., two Red River Special separators, 40 x 60 and 32 x 52.

The Dominion Specialty Co., of Winnipeg, had one of their automatic grain picklers on view.

Geo. White & Sons, of London, Ont., and Brandon, exhibited a 25 h. p. single engine and two Challenge separators, 36 x 60 and 30 x 50.

Canadian Swensons, of Lindsay, Ont., had on view a steel cable stump puller and grubbing machine, also a Glide road scraper.

MANUFACTURERS' BUILDING.

The Canadian Gate Co., of Guelph, Ont., displayed their steel farm gates consisting of a dozen different combinations.

Fairbanks Co., exhibited their bag attachment, truck and farm scales.

The Loudon Co., of London, Ont., made a display of their hay and litter carriers.

Beeman & Co., of Winnipeg, showed Jumbo grain cleaners, grain pickler and fire extinguishers.

The Harmer Implement Co. had on view Superior fanning mills, Owens smut machinery, Harmer grain elevators and Case engine gang plows.

Wm. H. Emerson & Sons, of Detroit, Mich., had a display of their grain separators, a hand and power machine were shown.

E. M. Kramer Co., of Paxton, Ill., and Winnipeg, had three of their rotary plow attachments on exhibit.

Crane and Ordway, of Winnipeg, had five of their gasoline engines varying in size from 2 1/4 h.p. to 6 h.p. on display.

Gray-Campbell Co., of Moose Jaw, Sask., had three of their fanning mills, with and without bagger, Standard scales and one of their famous kitchen cabinets.

Beatty Bros., of Fergus, Ont., and Brandon, Man., exhibited their litter carriers, hay tracks with fork and slings, a complete steel stall and an improved adjustable manger.

Johnston & Jordan, of Winnipeg, exhibited the O. K. Canadian Potato machinery line, consisting of cutter, planter, sprayer and two diggers.

John Watson Mfg. Co., of Ayr, Ont., and Winnipeg, Man., had a full line of their farm and warehouse trucks, lawn and park seats, hand carts, barrel skids, lawn rollers and so-forth.

Implement Specialties demonstrated their patent plow share fastener.

Hero Mfg. Co., of Winnipeg, had on display their White Cloud washing machine, Hero grain separator and grain pickling machine.

Winnipeg Ceiling and Roofing Co., had a splendid exhibit of Wee cribbing, gasoline tanks, corrugated grain tanks, metal culverts,

ceiling, roofing and steel window frames.

The Townsley Lightning Arrester Co., of Winnipeg, had their able demonstrator, Mr. Sliter, giving a striking display of the efficiency of their system of protection. A miniature thunder storm is produced by means of a static machine and a flash of realistic lightning 3 or 4 inches long leaps to the roof of a model dwelling only to pass harmlessly to the ground over the copper cable. With the latter removed the same conditions result in a destructive fire. This exhibit attracted much attention and was of great practical interest.

AUTOMOBILES AT THE INDUSTRIAL

The automobile show at the Canadian Industrial Exhibition attracted much attention this year, and the increasing demand for cars in the West was strongly emphasized by the number and variety of autos to be seen in the section devoted to them. A wide choice was offered the prospective purchaser of a car, as to design, power and price, ranging from the useful delivery wagon to the elegant electric brougham, with all descriptions of runabouts, touring cars, etc.

The rapid increase in popularity of the auto—as shown by sales of the past year, and the wide selection which can now be made, as borne out by the display at the Exhibition, should be enough to convince every progressive implement dealer that he ought to obtain the agency for a reputable car. The implement dealer is the logical distributor to the farmer of all kinds of vehicles, and therefore it is quite within his province to handle autos provided he will make himself sufficiently familiar with them to qualify as a salesman.

It is a noteworthy fact that the implement dealers who are making successful progress to-day in the West handle autos in most cases.

Following is a brief summary of the exhibits.

American-Abell Engine & Thresher Co.

Four Warren Detroit "30" models, consisting of a coupe, roadster and two touring cars. Northern Motors Ltd., Seaforth, Ont.

Samples of Paige-Detroit, Marathons and Henry cars.

Winnipeg Motor Sales Co. This concern exhibited a Clark "30".

Tudhope Anderson & Co. Four Everitt models were shown by this company, a tore door, demi tonneau, standard touring car and a roadster.

Western Canada Motor Car Co. Three Overland cars were exhibited by this firm.

Larimer Co. Two Detroit Electrics were at this stand, a ladies' brougham and a gentlemen's roadster.

The White Car, F. Leon, Winnipeg Agent.

Two White models and a truck chassis were shown by this company.

Brush, R. Kershaw, Winnipeg distributor.

Three different styles of delivery rigs and three runabouts were displayed by this firm.

Walker Motor Co., Columbia This concern had on view two Paterson, two Maxwell and a Columbia car.

R. Muir & Co. The above company are Winnipeg agents for Firestone tires of which they had a large display, also a Hudson "33" car.

Breen Motor Co. A Hupp-Yeats electric, an E. M.F. and an Interstate car were displayed by this company.

Consolidated Bicycle & Motor Co. Three different motor cycles were on this company's stand, viz., Indian, Pope and Excelsior.

Halladay Auto Co. A five passenger car and a roadster were exhibited by this concern.

Ford Co. This company showed a commercial runabout and a touring car. A stripped chassis with cut out sections was also shown, allowing the entire cycle of operations to be followed.

A. C. McRae Two Mitchell cars, a National, and a Rayfield carburetor were displayed at this stand.

Canadian Fairbanks Co. A fine display of motor boats, marine engines and auto accessories was shown by this firm.

Reynolds Motor Co. Detroit Mich. At this stand a four cylinder engine with rotary valves attracted much attention.

Canadian Agencies, Ltd. Wagner, Detroit and Shaw autos formed this company's display.

Accessories. The dealers in accessories were out in full force, and included R. L. Kenyon Co., portable garages, P. C. Hagarty & Co., Dillabough & Moore; Dunlop Tire Co.; Good-year Tire and Rubber Co.; Empire Tire and Rubber Co.; Canadian Carbon Co. (dry batteries); Triple Tread Co.; Western Rubber and Supply Co.; Sterling Supply Co.; Western Motor Car Co.; Canadian Consolidated Rubber Co.

The small fry usually think they are being held back and that elements are against them. There is nothing to it. The only thing that holds a man back is his own limitations.

The steady increase in demand for gasoline engines for farm work has interested many more dealers in those lines this year.

JOHN DEERE PLOW CO

THE FACTORIES

Deere & Co., Moline, Ill.
Steel Plows, Cultivators and Harrows

Deere & Mansur Co., Moline, Ill.
Corn Planters, Disc Harrows and Beet Tools

Moline Wagon Co., Moline, Ill.
Farm and Mountain Wagons and Teaming Gears

Marseilles Co., East Moline, Ill.
Shellers, Portable Elevators, Wagon Dumps and Spreaders.

Davenport Wagon Co., Davenport, Ia.
Steel, Roller Bearing Wagons

Dain Mfg. Co., Ottumwa, Ia.
Hay Loaders, Stackers, Sweep Rakes, Mowers and Presses

Kemp & Burpee Co., Syracuse, N. Y.
Manure Spreaders for Eastern Trade

Syracuse Chilled Plow Co., Syracuse, N. Y.
Full Line Chilled Plows

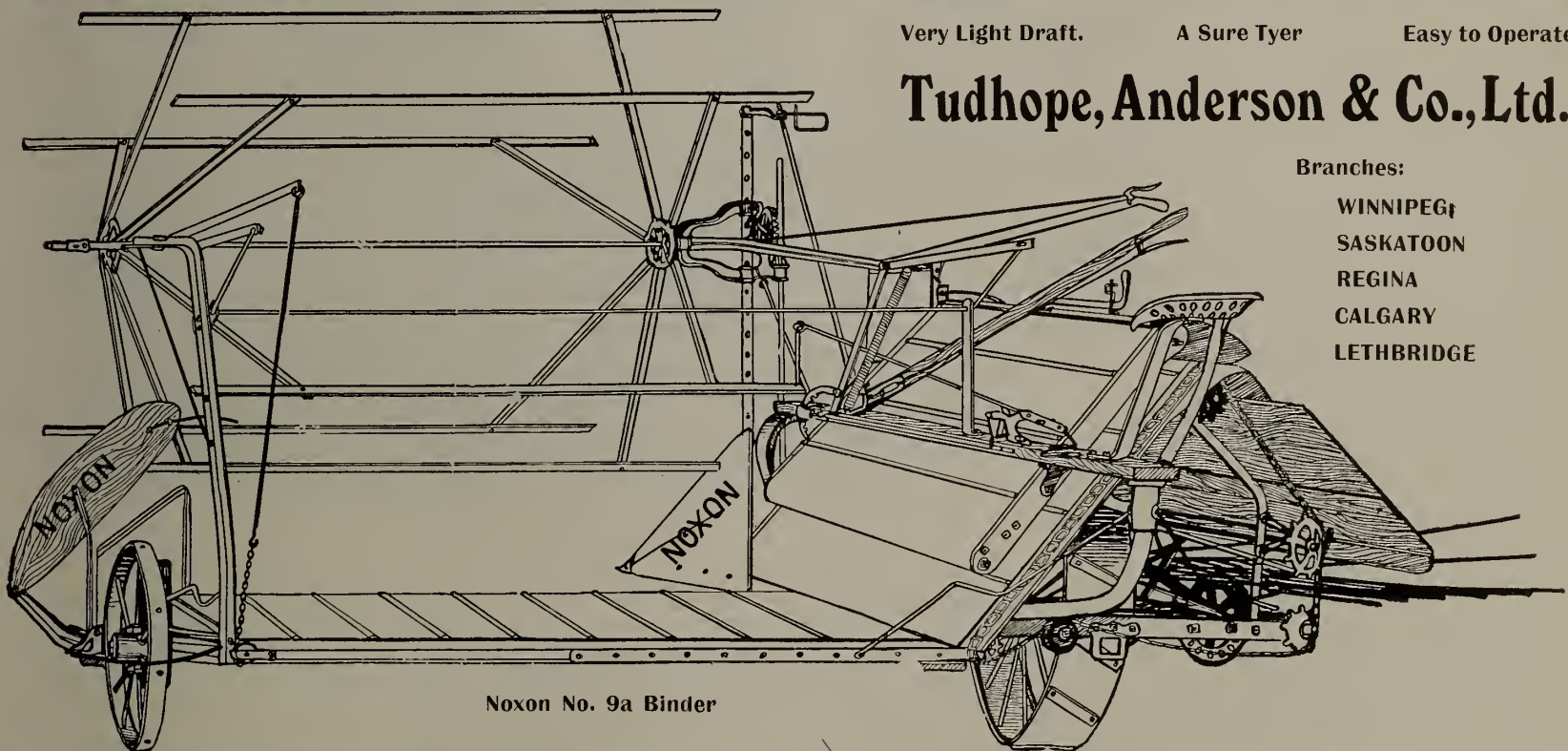
Fort Smith Wagon Co., Fort Smith, Ark.
Wagons for South and West



Good Implements have
made this trade-mark famous

OUTPUT SOLD BY

Deere & Webber Co., Minneapolis, Minn.
John Deere Plow Co., Moline, Illinois
John Deere Plow Co., Omaha, Nebraska
John Deere Plow Co., Sioux Falls, S. Dak.
John Deere Plow Co., Kansas City, Mo.
John Deere Plow Co., Oklahoma City, Okla.
John Deere Plow Co., Denver, Colorado
John Deere Plow Co., St. Louis, Missouri
John Deere Plow Co., New Orleans, Louisiana
John Deere Plow Co., Nashville, Tenn.
John Deere Plow Co., Atlanta, Ga.
John Deere Plow Co., Dallas, Texas
John Deere Plow Co., Portland, Ore.
John Deere Plow Co., Spokane, Wash.
John Deere Plow Co., San Francisco, Cal.
John Deere Plow Co., Indianapolis, Ind.
John Deere Plow Co., Syracuse, N. Y.
John Deere Plow Co., Ltd., Winnipeg, Man.
John Deere Plow Co., Ltd., Saskatoon, Sask.
John Deere Plow Co., Ltd., Regina, Sask.
John Deere Plow Co., Ltd., Calgary, Alta.
John Deere Plow Co., Ltd., Edmonton, Alta.
John Deere Plow Co., Ltd., Lethbridge, Alta.
Con. Wagon and Mach. Co., Salt Lake City, Utah
Bristol & Gale, Chicago, Illinois



Very Light Draft. A Sure Tyer Easy to Operate

Tudhope, Anderson & Co., Ltd.

Branches:

WINNIPEG
SASKATOON
REGINA
CALGARY
LETHBRIDGE

GOOD MONEY MADE

HANDLING THE "BT" LINE OF

LITTER CARRIERS
STANCHIONS
HAY TOOLS
RACK CLAMPS

WATER BOWL
STEEL STALLS
SLINGS
LOAD BINDERS, etc.

It is a clean line. You have no second-hand stuff to dicker with and the profits are large.

Don't contract for any of the above lines until the "BT" man calls on you. Our goods are superior to all others and our prices just as close.

Now is the time of year to sell Litter Carriers and Steel Stabling. If you haven't an agency, write us at once for catalogues and exclusive selling right for your district.

BEATTY BROS.,
Brandon, Man.

Head Office and Factory: FERGUS, Ont.

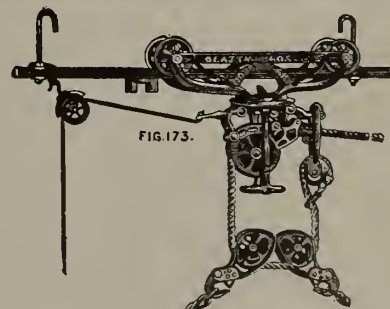


The "BT" Stanchion

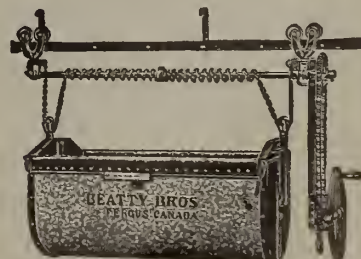


FIG. 22

The "BT" Rack Clamps



The "BT" Sling Car



The "BT" Litter Carrier

Fifth Annual Agricultural Motor Contest, Canadian Industrial Exhibition.

The twenty-first birthday of the Winnipeg Industrial Exhibition was marked by the most important Agricultural Motor Contest yet held, both as to number of entries and interest excited. Thirty-one tractors, as compared to 18 last year, using steam, gasoline and kerosene as motive power, went through the tests, which comprised two main divisions: brake test and plowing test, the former being subdivided into a two-hour economy test and a thirty-minute maximum test.

Brake testing commenced on July 6 and continued until July 15. A feature of the brake tests was provided by the Sawyer-Massey engines, a steam and gasoline; the former, known as the Mobile, is said to be the largest steam traction engine ever seen in the Canadian West. In the maximum test this engine averaged 144.59 b.h.p., which was considerably highly creditable. This company's new gasoline tractor, which was undergoing its first public trial at the contest, delighted the manufacturers by its performance, taking fourth place in nine entries. What this engine can do when "let out" was shown by the fact that in the economy test 35.96 b.h.p. was developed; in the maximum test 51.85 b.h.p. was recorded on a moderate fuel consumption.

Throughout the brake tests great interest was evinced by spectators, in spite of rain on two days making the grounds very unpleasant under foot. Dealers, prospective purchasers, as well as manufacturers, jobbers and the general public followed closely the performance of the various engines.

It was noticeable that kerosene burning tractors were coming to the fore as a result of the cheapness of this fuel, eight kerosene tractors being entered as compared

with only one completing the tests last year.

The plowing contest was held at Bonnar's farm, about 4 miles north of the city, on the Stonewall road, special trains running at fre-

heavier engines were consequently in difficulties at times; on the whole, however, the appearance of the three-quarter mile strips of plowed land was a fine exhibition of modern plowing. The average

Verity, Moline, P. & O. and Rumely, but owing to the withdrawal of the four J. I. Case entries at the last moment, also the retirement of the Buffalo Pitts and the Canadian American Co., all of



The Judges in the Motor Competition Figuring Out the Results

Prof. C. H. Gilmore

Prof. C. I. Guinness

Prof. A. R. Greig

Prof. H. H. Musselman

Prof. L. J. Smith

Prof. J. B. Davidson

quent intervals to the grounds. The land chosen was adjacent to the scene of last year's operations, and was therefore familiar to many but recent rains had left it in a condition far from ideal. Some portions were very soft and the

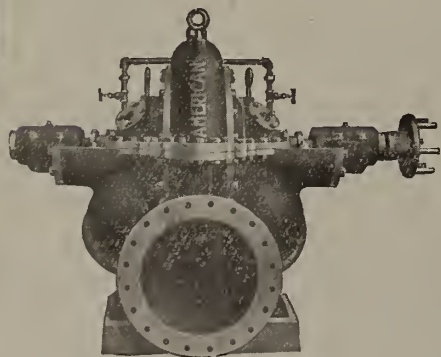
depth of plowing was 4 inches, and the maximum number of bottoms was hauled by each engine, although in some cases soft spots caused a little difficulty.

The plows in operation were the John Deere, Cockshutt, Oliver,

which were to use Cockshutt engine gangs, the latter company was not so well represented on the field as it otherwise would have been.

The free train service to the plowing grounds which was pro-

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

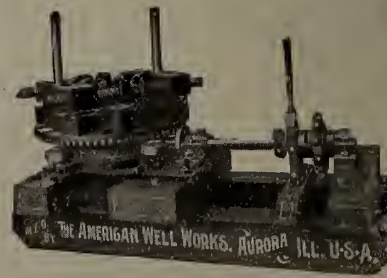
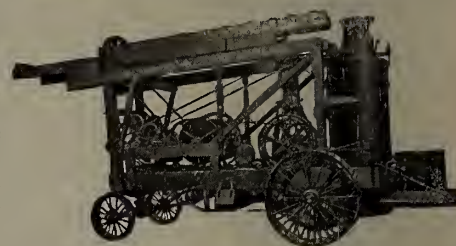
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



KEROSENE AND GASOLINE TRACTOR SUPREMACY

"FLOUR CITY" ENGINES AGAIN WIN OUT. CANADIAN INDUSTRIAL EXHIBITION

Furnishes additional proof of the striking efficiency, economy and superiority of Kinnard Haines Kerosene and Gasoline Tractors

FOUR GOLD MEDALS



Flour City 20-30 pulling a 4-bottom engine gang—(Winner Gold Medal Class B)

OUR RECORD

At Winnipeg

*In Open Competition
with the World*

1908.—GOLD MEDAL
Gasoline Tractor

1909.—GOLD MEDAL
Gasoline Tractor

1911.—GOLD MEDAL
Gasoline Tractor

1911.—GOLD MEDAL
Kerosene Tractor

Fuel Economy — Kerosene is Cheap

Thirty-one steam, gasoline and kerosene tractors, representing the greatest manufacturers in the world, took part in the Agricultural Motor Contest this year. THE "FLOUR CITY," one of eight burning kerosene, took first prize in this class, as well as in the gasoline class.

WHAT THIS MEANS

Kerosene is nearly fifty per cent cheaper than gasoline. The FLOUR CITY has been adapted to burn this fuel as well as gasoline, with results you already know. The judges' verdict tells the story.

NOW YOU KNOW THE
BEST TRACTOR TO
HANDLE



Flour City 40 Kerosene Tractor performing the plowing feature of its Gold Medal Work.
An 8 bottom 14 in. Engine Gang is being hauled.

KINNARD HAINES CO., 830 44th Ave. N., Minneapolis, U.S.

TORONTO, WINNIPEG, CALGARY

Ontario Wind Engine and Pump Company, Limited.



Avery Undermounted Engine Hauling Cockshutt 10 Bottom Gang, Gold Medal Winner, Class G.

Continued from Page 10

vided by the forethought of the directors was highly appreciated, and trains were packed on every trip with sightseers. That the Agricultural Motor Contest is easily the most important feature of Winnipeg's Fair was again abundantly proven.

Awards were made on the following points, Brake test, 150 points; Maximum test, 50; Plowing test, 200; Design and Construction, 100; total 500. Prof. A. R. Greig, professor of agricultural engineering, Saskatchewan University and L. J. Smith, holding a similar position at Manitoba Agricultural College, were the engineers in charge. A. W. Bell is manager of the contest. The judges were as follows: Professor J. B. Davidson, of Iowa State College, Ames, Ia.; Professor C. I. Gunness, of the North Dakota Agricultural College, Fargo, N.D.; and Professor H. H. Musselman, of Lansing, Mich. Students from the Manitoba Agricultural College assisted in making observations and recording data. Each competitor was allowed to appoint one of his own men as an observer and one of these observers is appointed by the judges to watch the test of some engine other than those entered by his company.

Following is a brief summary of the performance of the contesting engines, abstracted from the official judges' report.

Class A.

Gasoline engines of 300 cubic feet piston displacement per minute and under.

International Harvester Co. was the only entry in this class. Their engine No. 1 developed an average b.h.p. of 22.45 in the two-hour brake test, using 30.9 lbs. of fuel. In the half hour maximum brake test 23.65 average h.p. was recorded on a fuel consumption of 8.5 lbs.

In the plowing test this engine hauled a 4 bottom Oliver gang and plowed 2.47 acres in 161.5 min-

utes, with an average draw bar pull of 2650 lbs. Fuel used per acre was 16.23 lbs. Total score out of possible 500 points, 387.7.

Class B.

Gasoline engines of piston displacement over 300 and under 500 cubic feet per minute.

There were seven entries in this class but the Canadian American Co. withdrew.

Kinnard Haines engine No. 2 recorded 24.30 average b.h.p. in the two hour test using 31.7 lbs. of fuel. In the half hour maximum test this engine developed 29.4 average brake h.p. on a fuel consumption of 10.5 lbs. Running time, 29 minutes.

In the plowing test a 4 bottom Deere gang was hauled plowing 3.98 acres in 206 minutes with an average draw bar pull of 2985 lbs. 15.92 lbs. of fuel per acre plowed was this engine's record. Total score, 414.2. First prize.

Entry No. 3, the Avery Co. engine, developed 21.14 average b. h. p. in the two hour economy test on a fuel consumption of 27 lbs. In the half hour maximum test 23.85 b.h.p. was developed and 10.45 lbs. of fuel used.

Plowing with a 3 furrow Parlin & Orendorff gang this engine turned over 3.18 acres in 242.5 minutes, average draw bar pull being 1800 lbs. and fuel used per acre, 21.95 lbs. Total score, 365.7.

International Harvester Co. engine No. 4, developed 26.52 average b.h.p. in the two hour economy test using 35.8 lbs. of fuel. The maximum brake test showed this engine as developing 31.74 b.h.p. on a consumption of 10.4 lbs. of fuel.

A five-bottom Parlin & Orendorff gang was hauled in the plowing test, and covered 3.06 acres in 136 minutes. Average draw bar pull was 3150 lbs., and 11.01 lbs. of fuel per acre was used. Total score, 413.5. Second prize.

M. Rumely Co. had entry No. 5, and this engine recorded 26.06 average b.h.p. in the two hour test, burning 35.4 lbs. of fuel. The half hour maximum test recorded

33.58 average b.h.p. on a fuel consumption of 12.45 lbs.

A Rumely 6 bottom gang was hauled in the plowing test and plowed 3.57 acres in 159 minutes. Average draw bar pull was 3800 lbs., and fuel used per acre, 19.16 lbs. Total score, 378.9. Third prize.

Entry No. 6. Gould, Shapley & Muir's engine developed 25.15 average b.h.p. in the two hour test, using 43 lbs. of fuel. In the half hour maximum test 26.2 b.h.p. was the average, on 12.7 lbs. of fuel.

Plowing was done with a 4 bottom Cockshutt gang, 2.36 acres being turned over in 167.5 minutes. Draw bar pull averaged 3000 lbs., and 22.45 lbs. of fuel per acre was recorded. Total score, 356.7.

American Abell Co., entry No. 7, recorded 30.77 average b.h.p. in the two hour brake test and used 52.3 lbs. of fuel. Half hour maximum test credited this engine with 32.71 average b.h.p. on a fuel consumption of 20.4 lbs.

This engine plowed with a 4 bottom Deere gang turning over 4.89 acres in 276 minutes. Draw bar pull averaged 3000 lbs., and fuel used per acre was 22.96 lbs. Total score, 368.

Class C.

Gasoline engines of piston dis-

placement 500 cubic feet per minute and over.

Nine entries competed in this class.

Kinnard Haines engine No. 9 developed 42.80 average h.p. in the two hour economy brake test, using 49 lbs. of fuel. In the half hour maximum brake test 46.34 h.p. was recorded on 14.3 lbs. of fuel.

This engine hauled a 6 bottom Moline gang in the plowing contest, turning over 5.86 acres in 215 minutes. Draw bar pull averaged 4500 lbs., and fuel was used at the rate of 16.47 lbs. per acre. Total score 413.8. Third prize.

Engine No. 10 was a Sawyer-Massey tractor which developed 35.96 average h.p. in the two hour economy brake test, using 44.9 lbs. of fuel. In the half hour maximum test, (running time, 25 minutes,) 51.85 average b.h.p. was registered on a consumption of 14.6 lbs. of fuel.

Plowing with a 6 bottom Verity gang this engine covered 6.05 acres in 278.5 minutes. The average draw bar pull was 5400 lbs., and fuel consumed per acre plowed, 19.80 lbs. Total score, 409.

International Harvester Co. were on hand with entry No. 11, which showed an average horse power of 46.04 in the two hour economy brake test, (running time 124 minutes,) consuming 58.3 lbs. of fuel. In the half hour maximum test 58.4 b.h.p. was recorded on a fuel consumption of 20.5 lbs.

This engine hauled a 10 furrow Parlin & Orendorff gang in the plowing contest and was credited with 6 acres in 150 minutes. The dynamometer showed an average draw bar pull of 6400 lbs., and 12.47 lbs. of fuel per acre was used. Total score, 403.4.

Gas Traction Co. entered engine No. 12, which averaged 51.97 h.p. in the two hour economy brake test, (running time, 113 minutes), using 68.9 lbs. of fuel. In the half hour maximum test an average of 58.1 b.h.p. was recorded on a consumption of 22.3 lbs. of fuel.

An 8 bottom Deere gang was used in the plowing contest and accounted for 6.43 acres in 174 minutes. Draw bar pull averaged 5800 lbs., and 14.68 lbs. of fuel



I.H.C. 25 H.P. Gasoline Tractor Plowing with P. and O. Gang. (Winner of Silver Medal, Class C.)

was used per acre. Total score, 423.9. First prize.

International Harvester Co. with entry No. 13 recorded an average of 49.55 h.p. in the two hour brake test using 60.8 lbs. of fuel. The half hour maximum test showed this engine developed 65.62 average b.h.p. on a fuel consumption of 25 lbs.

A ten-bottom Parlin & Orendorff gang was drawn in the plowing contest, turning over 6.03 acres in 149 minutes. The draw bar pull averaged 6650 lbs., and fuel used per acre plowed, 13.58 lbs. Total score, 395.3.

Goold, Shapley & Muir brought entry No. 14 to the brake, and this registered an average b.h.p. of 38.96, consuming 62.55 lbs. of fuel in the two hour economy test. The half hour maximum test showed this engine to average 39.53 b.h.p., using 16.2 lbs. of fuel.

Five and six Cockshutt bottoms, according to conditions, were hauled in the plowing contest, and 4.61 acres were turned over in 222.5 minutes. Average draw bar pull was 3400 lbs., and 25.31 lbs. of fuel was used per acre plowed. Total score, 328.6.

Entry No. 15 was an Aultman-Taylor engine which recorded 58.93 h.p. and a fuel consumption of 67 lbs. in the two hour economy brake test. The half hour maximum test showed that this engine averaged 58.51 b.h.p. on a fuel consumption of 18.5 lbs.

In the plowing contest an 8 bottom Deere gang was hauled, and plowed 8.66 acres in 210 minutes. The average draw bar pull was 5450 lbs. and 13.53 lbs. of fuel per acre was used. Total score, 426.4. Second prize.

Gaar-Scott Co., entry No. 16, developed 69.34 b.h.p. at the two hour economy test, using 106.5 lbs. of fuel. In the half hour maximum test, (running time, 25 min.), 77.79 b.h.p. was recorded with a fuel consumption of 34.2 lbs.

Eight and ten furrow gang plows, Deere and Moline, respectively, were hauled in the plowing contest, and were responsible for 9.49 acres in 328 minutes. Draw



Sawyer and Massey's Gasoline Tractor doing excellent work with a 6 Bottom Verity Plow.

bar pull averaged 5450 lbs., fuel used per acre plowed, 34.63 lbs. Total score, 343.5.

The Buffalo Pitts engine No. 17, averaged 56.35 b.h.p. in the two hour economy test, and burnt 95.2 lbs. of fuel. At the half hour maximum test 54.18 b.h.p. was recorded on a fuel consumption of 22.6 lbs.

This engine withdrew from the plowing contest.

Class D.

Kerosene engines, all sizes. There were eight entries in this class.

No. 18, International Harvester Co., developed 22.93 average b.h.p. in the two hour economy run on a fuel consumption of 1.4 lbs. gasoline and 33.6 lbs. kerosene. In the half hour maximum test 24.11 b.h.p. was recorded on a fuel consumption of 0.1 lbs. gasoline, 14.4 lbs. kerosene.

In the plowing contest a 3 furrow Oliver gang was hauled, turning over 1.91 acres in 150.5 minutes. Draw bar pull averaged 2275 lbs. and fuel used per acre plowed, 24.5 lbs. Total score, 589.4.

International Harvester Co.'s entry No. 19 recorded an average

b.h.p. of 26.25 on a fuel consumption of 0.1 lbs. gasoline and 62.2 lbs. kerosene in the two hour economy test. At the half hour test this engine averaged 29.87 b.h.p. and consumed 0.1 lbs. gasoline and 20.6 lbs. kerosene.

Plowing with from 4 to 6 bottoms, Oliver gang, this engine covered 3.11 acres in 217 minutes, exerting an average draw bar pull of 4000 lbs. and consuming 29.90 lbs. of fuel per acre.

International Harvester Co. entry No. 20 developed an average horse power of 27.7 and consumed 0.2 lbs. gasoline and 43.6 lbs. kerosene at the two hour economy brake test. In the half hour maximum brake test 30.53 h.p. was registered, 0.2 lbs. of gasoline and 14.2 lbs. kerosene being consumed.

In the plowing contest a 4 bottom Oliver gang was hauled and 2.40 acres turned over in 146 minutes. The average draw bar pull was 2700 lbs. and 30.79 lbs. of fuel per acre was used. Total score, 358.6.

M. Rumely Co. were responsible for No. 21, which developed, at the two hour economy test, 25.4 b.h.p. consuming 0.8 lbs. gasoline and 35.4 lbs. kerosene. 32.19 b.h.p. was recorded in the half hour maximum test on a fuel consumption of 0.8 lbs. gasoline and 16.2 lbs. kerosene.

An Oliver gang, from 4 to 5 furrows, was hauled in the plowing contest, and turned over 3.61 acres in 202 minutes. An average draw bar pull of 3400 lbs. was exerted and 26.48 lbs. of fuel per acre used. Total score, 403.4.

International Harvester Co. entered engine No. 22, which showed an average b.h.p. of 51.04, consuming 1.2 lbs. gasoline and 83 lbs. kerosene in the two hour economy test. In the half hour maximum test this engine recorded an average b.h.p. of 64.52, using 0.3 lbs. gasoline and 25.5 lbs. kerosene.

A ten bottom Oliver gang was

used in the plowing test and turned over 6.03 acres in 142.5 minutes, an average draw bar pull of 6300 lbs. being maintained and 19.28 lbs. of fuel per acre consumed. Total score, 394.

Gas Traction Co., No. 23. This engine recorded an average b.h.p. of 43.18 at the two hour economy test, burning 1.1 lbs. gasoline and 70.7 lbs. kerosene.

At the half hour maximum test 49.58 b.h.p. was developed on a fuel consumption of 1.2 lbs. gasoline and 21.0 lbs. kerosene.

In the plowing test a Deere 6 bottom gang was hauled and plowed 6 acres in 201.5 minutes. An average draw bar pull of 4975 lbs. was exerted and 21.99 lbs. of fuel per acre consumed. Total score, 424.3. Second prize.

Kinnard Haines engine, No. 24, recorded 49.27 b.h.p. in the two hour economy test, using 0.5 lbs. gasoline and 82.8 lbs. kerosene. In the half hour test an average of 57.16 b.h.p. was shown on a fuel consumption of 1.5 lbs. gasoline and 21.85 lbs. kerosene.

This engine entered the plowing test with an 8 bottom Deere gang, and covered 8.16 acres in 234.5 min. Average draw bar pull was 5900 lbs. and 17.24 lbs. of fuel per acre was consumed. Total score, 425.1. First prize.

No. 25 was an M. Rumely Co. tractor which developed an average b.h.p. of 53.1 and used 0.65 lbs. gasoline and 72.35 lbs. kerosene in the two hour economy test. Running in the half hour maximum test, 67.99 b.h.p. was developed on a fuel consumption of 0.7 lbs. gasoline and 33.05 lbs. kerosene.

From 8 to 10 furrows were turned with a Deere gang in the plowing test, 7.49 acres being the amount covered in 225 minutes. An average draw bar pull of 6500 lbs. was exerted and fuel consumed 0.2 lbs. gasoline and 43.6 lbs. plowed. Total score, 412.5. Third prize.



The Rumely 30 H. P. "Oil Pull" Tractor Hauling 8 John Deere bottoms. Winner Bronze Medal, Kerosene Class.

Records of Maximum Brake Test and Plowing Test, at July 5th to 22nd, 1911, by the Canadian

ENTRY NUMBER	MAKER'S NAME	HALF HOUR MAXIMUM BRAKE TEST									PLOWING TEST							
		Total time running	Time lost due to engine	Average brake horse power developed	Revol. per minute of pulley	Revol. per minute of engine	Fuel used in pounds	Horse power hours per unit of fuel	Water used	Steam pressure	Number of Plows	Width of Plow	Maker of Plow	Miles Travelled (not including turns)	Length of Furrow in feet	No. Times across Field	Average Width of Plowed Land	Acres Plowed
1	CLASS A—Gasoline International Harvester Co.....	30	0	23.65	228.9	228.9	8.5	1.39	gals. 2.37		4	14	Oliver	4.4	3864.4	6	27.83	2.47
2	CLASS B—Gasoline Kinnard Haines.....	29	0	29.4	375.5	851.0	10.5	1.4	2.59		4	14	Deere	7.3	"	10	44.9	3.98
3	Avery Co.....	30	0	23.85	1005.2	1005.2	10.45	1.14	0		3	14	P. & O.	7.3	"	10	35.9	3.18
4	I. H. C.....	30	0	31.74	264.0	264.0	10.4	1.53	2.18		5	14	P. & O.	4.4	"	6	34.5	3.06
5	M. Rumely Co.....	30	0	33.58	378.2	378.2	12.45	1.35	1.56		6	14	Rumely	4.4	"	6	40.2	3.57
6	Goold Shapley & Muir.....	30	0	26.2	353.8	353.8	12.7	1.03	0		4	14	Cockshutt	4.4	"	6	26.6	2.36
7	American Abell Co.....	30	0	32.71	487.8	487.7	20.4	0.08	0		4	14	Deere	8.8	"	12	55.1	4.89
8	Canadian American.....																	
9	CLASS C—Gasoline Kinnard Haines.....	30	0	46.34	306.7	612.3	14.3	1.62	3.4		6	14	Deere	7.3	"	10	66.1	5.86
10	Sawyer-Massey Co.....	25	0	51.85	288.0	576.0	14.6	1.78	5.2		6	14	Verity	7.3	"	10	68.2	6.05
11	I. H. C.....	30	0	58.4	327.4	327.4	20.5	1.42	6.7		10	14	P. & O.	4.4	"	6	67.6	6.00
12	Gas Traction Co.....	30	0	58.1	479.7	639.6	22.3	1.30	0		8	14	Deere	5.9	"	8	72.5	6.43
13	I. H. C.....	30	0	65.62	356.9	356.9	25.0	1.31	6.0		10	14	P. & O.	4.4	"	6	68.0	6.03
14	Goold Shapley & Muir.....	30	0	39.53	280.6	280.6	16.2	1.22	0		5-6	14	Cockshutt	5.9	"	8	52.0	4.61
15	Aultman-Taylor Machinery Co..	30	0	58.51	469.7	469.7	18.5	1.58	5.0		8	14	Deere	7.3	"	10	97.6	8.66
16	Gaar Scott Co.....	25	0	77.79	292.6	585.2	34.2	1.14	0		8-10	14	D. & M.	8.6	3782	12	109.4	9.49
17	Buffalo Pitts Co.....	30	0	54.18	320.8	481.2	22.6	1.2	1.72									
18	CLASS D—Kerosene I. H. C.....	30	0	24.11	261.5	261.5	0.1g 14.4k	0.83	3.22		3	14	Oliver	4.4	3864.4	6	21.6	1.91
19	I. H. C.....	30	0	29.87	364.9	364.9	0.1g 20.6k	0.72	2.52		4.6	14	"	4.4	"	6	35.1	3.11
20	I. H. C.....	30	0	30.53	250.8	250.8	0.2g 14.2k	1.06	3.82		4	14	"	4.4	"	6	27.1	2.40
21	M. Rumely Co.....	30	0	32.19	365.7	365.7	0.8g 6.2k	0.947	1.4		4.5	14	"	5.9	"	8	40.6	3.61
22	I. H. C.....	30	0	64.52	343.7	343.7	0.3g 25.5k	1.24	4.92		10	14	"	4.4	"	6	68.0	6.03
23	Gas Traction.....	30	0	49.58	507.2	676.3	1.2g 21.0k	1.12	0.82		6	14	Deere	7.3	"	10	67.6	6.00
24	Kinnard Haines.....	30	0	57.16	312.4	515.2	1.5g 21.85k	1.224	2.12		8	14	"	7.3	"	10	92.0	8.16
25	M. Rumely Co.....	30	0	67.99	358.2	358.2	0.7g 33.05k	1.0072	21.5		8-10	14	"	5.7	3751	8	87.0	7.49
26	CLASS F—Steam Buffalo Pitts Co.....	30	0	97.72	277.9	277.9	358.5	13.63	239.0	147.3								
27	American Abell Co.....	30	0	103.31	238.6	238.6	308.5	16.74	251.6	156.14	6-8	14	"	4.3	3814	6	52.7	4.61
28	CLASS G—Steam Avery Co.....	30	0	159.34	281.0	281.0	543.5	14.66	346.2	179.0	8-10	14	Cockshutt	7.2	3818.4	10	114.7	10.0
29	Gaar Scott Co.....	30	0	150.72	285.9	285.9	335.0	22.5	246.2	151.2	4-10	14	Deere	4.3	3764	6	57.3	4.95
30	Sawyer Massey Co.....	30	0	144.59	245.8	245.8	420.0	17.21	306.8	162.4								
31	Sawyer-Massey Co.....	30	0	118.59	267.0	267.0	279.0	21.25	185.6	167.14	6-10	14	M. and D.	4.0	1338	16	168	5.17

Score Card

Following are the points upon which the awards were made:

	Gas	Steam
Brake Test (150).		
Horse power hours per unit of fuel used	100	100
Water used per hour, gals. per cent. of capacity	15	10
Efficiency, as taken from mean effective pressure	15	10
Steadiness of running, vibration, condition of engine	20	10
Horse power hours per 100 gals. of water		20
	150	150

Maximum Test (50).

Economical load compared with maximum	20	20
Condition of engine..	30	30
	50	50

Plowing Test (200).

Fuel used per draw bar horse power hour	100	90
Water used per drawbar horse power hour	20	30

Acres plowed per hour per brake horse power	20	20
Quality of plowing..	20	20



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Cater Can Sell You
 Wood or Iron Pumps cheaper than any one in the West.
 Get His Prices Before You Order
Brandon Pump & Windmill Works
Brandon Man.



Business for Sale

Oldest Established Farm Implement Business in Edmonton. Will lease portion of premises to purchaser if desired.

APPLY TO
THE BELLAMY CO.
 Cor. Rice and Howard
 EDMONTON, ALTA

the Agricultural Motor Competition, held at Winnipeg, Industrial Exhibition Association

PLOWING TEST

Total Time Required Min.	Time Lost Due to Plows. Min.	Time Lost Due to Engine. Min.	Time Required Turning. Min.	Actual Time Plowing Min.	Acres Plowed per Hour	Miles Travelled per Acre Plowed	Average Draw-Bar Pull	Average Draw-Bar Horse Power	Fuel used, including turns	Draw-Bar Horse Power per unit of Fuel	Fuel used per Acre Plowed	Water Used	Water Used per acre Plowed	Average Draw-Bar Pull per 14-in. Plow	Draw-Bar Horse Power per 1 Acre per hr.	Possible Miles Tra- velled Without Re- plenishing Fuel	Possible Acres Plowed With- out Replenishing Fuel	Cost of Fuel per Acre Plowed \$	Water Per D.B.H.P. Hr., lbs.	Awards
161	1'	1.5'	4	144	1.03	1.78	2650	12.93	40.1	7.74	lbs. 16.23	lbs. 99.9	40.5	662.5	12.55	22.5	12.6	.4638	3.22	1st
206	1.5	0	7	190.5	1.25	1.83	2985	18.75	63.3	9.40	15.92	179.6	45.1	762.5	15.0	16.4	8.95	.4548	3.02	1st
242.5	26	2	10.5	195	.98	2.3	1800	10.81	69.8	5.02	21.95	13.1	4.12	600	11.04	15.7	6.85	.6271	3.73	
2-16'	1	.5	5	125.5	1.46	1.44	3150	17.64	33.7	10.95	11.01	178.8	58.4	787.5	12.08	28.5	19.8	.315	4.85	2nd
159	0	0	6	145	1.47	1.23	3800	18.42	68.4	6.51	19.16	78.1	21.8	633.3	12.53	11.2	9.1	.5474	1.76	3rd
167.5	0	.5	6	157	.90	1.87	3000	13.43	53	6.63	22.45	91.8	38.9	750	14.92	17.6	9.4	.6414	2.61	
276	0	.5	11	262	1.11	1.80	3000	16.09	112.3	6.26	22.96	0	0	750	14.5	24.2	13.4	.6560	0	
215	0	4	7	204	1.72	1.20	4500	25.84	96.5	9.10	16.47	275	46.76	750	15.01	13.1	10.5	.4705	3.13	3rd
278.5	0	11	11	253	1.43	1.17	5100	25.00	119.8	8.80	19.80	647.3	107	900	17.48	19.8	16.5	.5657	6.14	
150	0	0	7	139	2.59	.73	6400	32.36	74.8	10.21	12.47	306	51	640	12.49	16.1	22	.3563	4.08	
174	0	0	7	167	2.30	.92	5800	32.54	94.4	9.59	14.68	0	0	675	14.15	26.3	28.6	.4194	0	1st
149	1	1.0	6	140.5	2.58	.73	6650	33.27	81.9	9.51	13.58	345.7	57.3	665	12.90	17.2	23.6	.388	4.44	
222.5	0	1.5	7	212.5	1.30	1.28	3400	15.00	116.7	4.55	25.31	99.4	21.57	680	11.54	19.6	15.3	.7231	1.87	
210	1	3	8	195	2.66	.825	5450	32.73	117.2	9.07	13.53	513.9	59.34	681	12.30	21.8	25.8	.3866	4.83	2nd
328	13	2.3	11	257	2.21	.91	5450	29.17	328.7	3.8	34.63	244.8	25.79	681	13.2	16.8	18.6	.9894	1.96	
150.5	7	0	4	139	.82	2.30	2275	11.50	1.1G 45.7K	5.69	24.5	140	73.3	758	14.02	22.4	9.7	.3724	5.25	
217	0	5	5	172	1.08	1.41	4000	16.35	1.6G 91.4K	5.04	29.90	175	56.27	784	15.14	12	8.5	.4545	3.74	
146	16	5	5	120	1.2	1.83	2700	15.81	1.1G 72.8K	4.28	30.79	110	45.8	675	13.17	14.9	8.15	.4680	3.48	
202	0	1	7	177.5	1.22	1.63	3400	17.95	.6G 95.K	5.95	26.48	137.8	38.17	800	14.76	12.4	7.6	.4025	2.60	
142.5	1	0	5	132	2.74	.73	6300	33.54	.5G 115.8K	6.34	19.28	279	46.27	630	12.24	12.2	16.7	.2931	3.78	
201.5	0	0	9	192.5	1.87	1.46	4975	30.27	3.5G 128.3K	7.37	21.99	81.3	13.55	829	16.19	29	23.8	.3339	.837	2nd
234.5	0	6	8	218	2.24	.86	5900	31.70	12.5G 128.2K	8.19	17.24	220	26.96	737.5	14.15	17.4	19.5	.2824	1.91	1st
225	0	0	7	192	2.34	.76	6500	30.78	1G 177.3K	5.52	23.80	187.5	25.03	684	13.15	17	22.3	.3618	1.90	3rd
201	7	10	6	132	2.09	.935	5908	31.05	1088.5	6.273	236.1	5942	1289	787	14.85	4.5	4.8	1.003	86.98	1st
269	8	14	16	208	2.88	.72	6600	36.70	1892	6.723	189.2	14330	1433	673	12.74	2	2.8	.804	112.7	1st
274.5	5.5	0	10.5	91	3.26	.87	4750	35.73	1029	5.267	208.0	7360	1487	655	10.96	6.3	7.26	.884	135.8	3rd
284.5	2	0	24	128	2.42	.775	7250	36.75	1068	7.338	206.6	6798	1315.0	753	15.18	3	3.86	.878	86.72	2nd

Distance travelled

without replenish-
ing fuel 15 15Condition of engine,
stops, etc 25 25

200 200

Design and Construction (100).

Protection of parts.. 20 20

Accessibility 20 20

Variation of speed... 20 20

Easy manipulation .. 20 20

Design, materials 20 20

100 100

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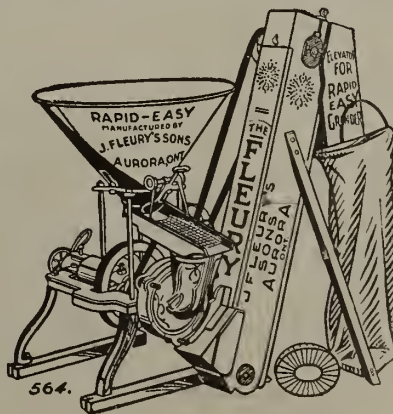
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The "Flour City" Kerosene Tractor turning splendid furrows. A John Deere 8-bottom Engine Gang is being pulled. (Gold medal, Class D.)

(Continued from page 13.)

Class F.

Steam engines of piston displacement over 60 and under 100 (calculated per formula in Rules and Conditions).

Two concerns entered this class.

Buffalo Pitts Co., entry No. 26, developed 75.64 b.h.p. in the two hour economy test on a fuel consumption of 842.5 lbs. coal. In the half hour maximum test 97.72 b.h.p. was recorded on a fuel consumption of 358.5 lbs.

This engine withdrew from the plowing test.

No. 27, American Abell Co., showed a b.h.p. of 71.77 at the two hour economy test, using 703 lbs. of fuel. In the half hour maximum test 103.3 b.h.p. was the average power developed on a total consumption of 308.5 lbs. fuel.

Plowing was performed with a 6 to 8 bottom Deere gang, 4.61 acres being plowed in 201 minutes. Average draw bar pull was 5908 lbs., and the consumption of fuel per acre plowed was 236.1 lbs. Total score 395.4. First prize.

Class G.

Steam engines of piston displacement 100 or over. Four entries.

The Avery Co. steamer No. 28 developed 111.35 b.h.p. in the two hour economy test, using 889 lbs. of fuel. In the half hour maximum test 159.34 average b.h.p. was recorded on a fuel consumption of 543.5 lbs.

This engine hauled from 8 to 10 Cockshutt bottoms in the plowing contest, turning over 10 acres in 269 minutes. Draw bar pull averaged 6600 lbs. and fuel was used at the rate of 189.2 lbs. per acre. Total score, 439.4. First prize.

The Gaar Scott Co. engine No. 29, developed an average b.h.p. of 101.52 in the two hour economy test on a fuel consumption of

784.5 lbs. In the half hour maximum test 150.72 b.h.p. was recorded and 335 lbs. of fuel used.

Plowing with from 4 to 10 bottoms, Deere gang, this engine covered 4.95 acres in 274.5 minutes, exerting an average draw bar pull of 4700 lbs. and using fuel at the rate of 208 lbs. per acre. Total score, 403.6. Third prize.

Sawyer-Massey Co. engine No. 30, showed an average b.h.p. of 103.06 in the two hour economy test, using 952 lbs. fuel. 144.59 b.h.p. was averaged in the half hour maximum test on a fuel consumption of 420 lbs.

This engine withdrew from the plowing contest.

No. 31, and last, was a Sawyer-Massey engine which developed an average brake horse power of 83.25 on a fuel consumption of 753 lbs. in the two hour economy test. In the half hour maximum test 118.59 b.h.p. was recorded and 279 lbs. of fuel used.

Six bottoms, Moline, and 10 bottoms, Deere, were hauled in the plowing contest, covering 5.17 acres in 284.5 minutes. Draw bar pull averaged 7250 lbs. on a fuel consumption per acre of 206.6 lbs. Total score 414.2. Second prize.

Cost of fuel per acre plowed is perhaps one of the most interesting results of the judges' long series of figures on the contest. This ranges all the way from 28.24 cents to 1.00 per acre, although this item can not be regarded as forming an absolute guide to the most economical engine. For in reaching the latter conclusion many other items have to be taken into consideration, such as cost of up-keep, durability, power and so forth. Readers are referred to the full tables on other pages for the most exhaustive report on such a contest ever published.

Motor Contestants Banqueted.

On Wednesday evening, July 19th, the Imperial Oil Co., through their manager, H. J. Guthrie, tendered a dinner to the manufacturers of traction engines and their representatives at the Royal Alexandra Hotel, Winnipeg.

There is an old saw which says that any one can do a thing but few people who can do it well. If this be true, and we believe it is, then Mr. Guthrie belongs to the latter class, for the spread provided left nothing to be desired.

There were not as many in attendance as had been expected, owing to the fact that at least two of the tractor companies represented were giving private dinners on the same evening, and a number of those interested were thus unable to attend.

After all the good things in the way of solids and some of the liquids had been disposed of, when our Lady Nicotine was holding

sway, the toast master, E. W. Hamilton, called upon C. F. Roland, who responded to the toast "The City of Winnipeg" by stating that he believed the motor contest and the bringing to Winnipeg of so many manufacturers of farm motors was one of the most commendable features of the Winnipeg Fair. It gave him a great deal of pleasure to assure those present that the Winnipeg Industrial Bureau, of which he was secretary, had a well located site of some three hundred acres with trackage that they were prepared to turn over to manufacturers of tractors. The first three or five men of such concerns to come forward would certainly never regret it. He believed that Winnipeg had more to offer in cheap power, free sites and cheap labor, now that so many thousands of settlers had come in from the manufacturing portions of Europe—than any American manufacturer ever imagined.

H. J. Guthrie extended a few words of welcome to the guests, briefly pointing out that his company realized the importance of this gathering together—he believed for the first time, in the history of the world, the manufacturers of traction engines, and hoped that their meeting would be the mutual advantage of all concerned, and that each year might witness a similar re-union.

J. B. Bartholomew, president and general manager of the Avery Co., of Peoria, Ill., was then called upon, and stated that the manufacturers of traction engines—both steam and internal combustion—had certainly advanced the production of crops in agricultural countries beyond all expectation. The gas traction men claim to have distributed this year in western Canada over thirty thousand horse power of gasoline engines. He desired to remind them that if this were true they were still a long way behind steam power, because this year more than double that amount of steam would be sold, to say nothing of the thousands of steam engines already in use. He would be glad to meet Mr. Roland



The Gould Shapley & Muir 30-45 Gasoline Tractor at the Plowing Contest with a 6 bottom Cockshutt Engine Gang

before leaving Winnipeg to be shown some of these sites, as it was not at all beyond the bounds of possibility that his company might want one of them. With regard to the motor contest, he might now make a vow that he would not again enter a contest, still it was altogether likely that if another contest were held he would be found again struggling for a trophy.

H. W. Hutchinson, manager of the John Deere Plow Co., was then called upon and in an enthusiastic manner portrayed the advancement of the implement business of Western Canada during the past 29 years, since he first had become identified with it. He assured those present that during this period neither he nor the company he represented had ever sold a gasoline engine. He had, however, handled steam engines years ago. He was interested in the contest through the fact that several of the contestants were using plows manufactured by his company. He believed that Mr. Roland could make good on his site offer to any motor manufacturer who desired to take advantage of it, as he was a member of the board who usually backed Mr. Roland to the fullest in every proposition of the sort. Mr. Hutchinson reminded those present of the opportunities of the West. They were beyond all conception. He assured the manufacturer that if they had funds enough to wait for their money they could not do too much business in this territory. The losses to the companies he had represented during the past 29 years did not exceed three quarters of 1 per cent.

L. W. Ellis, of the M. Rumely Co., said that too much credit could not be given to the plow manufacturers because no matter how good a tractor was it could never be used for plowing purposes to advantage until the plow men had manufactured a suitable engine gang. In this connection he was reminded of the fact that the in-

ception of soil cultivation was lost in the dim vistas of the past. He believed that the snout of the wild boar was the first plow; prehistoric man, noting that vegetation grew more readily after this primitive cultivator, sharpened his club, and used it as a tillage implement. From this, development proceeded until the sacred bull was hitched to a sharpened tree crotch. This was followed by the Dutch plow, then the English plow. It remained, however, for Thomas Jefferson, ex-president of the United States, to place the plow on a mechanical basis and the engine gang of today was the crowning success of the plow manufacturers' art.

W. A. Cavanaugh, first assistant mechanical supt., of the I. H. C. said he did not like to deal with statistics as it had been said that there are lies,——lies, and statistics; still, in favor of them it has often been said that figures do not lie. This also had been answered by the statement that they may be

grouped in such a way as to answer the same purpose. It was, however, apparent that there were still some four million acres of land in Western Canada available for cultivation. To do this with horses, if such a large number could be obtained, would cost seventy or eighty million dollars more than if done by engine power. Therefore the tractor was the only possible solution of the problem. In the June issue of Canadian Farm Implements appeared an article which stated that horse power cost the farmer \$1.10 for every working day; if these figures were true, and he had no reason to doubt them, a little calculation would convince any gentlemen present that the saving before referred to was greatly under the actual amount. Taken as a whole Mr. Cavanaugh thought tractors were a great deal like frogs—one could never tell by looking at them how far they would jump, or how far they would sink in a muskeg. If Winnipeg wants this motor contest continued better facilities must be provided. They can be if the management will do so. The new grandstand was an evidence of that fact. Shelter should be provided, both on the field and in the fair grounds, as well as other accommodation for both manufacturers and judges. Thanking Mr. Guthrie for his generosity, he believed that every manufacturer present had endeavored to use the least possible amount of that gentleman's product during the contest.

Mr. Williams of the Hart-Parr Co., Portage la Prairie, stated that five years ago, when they had been but four years in the business and the steam engine men had thrown at them all the bricks they could lay their hands upon, they found that gasoline prices were going up; thus they concluded to use a cheaper fuel, and for this purpose manufactured the kerosene engine,

which had been a success from its very inception. Mr. Williams gave the Imperial Oil Co. credit for very generous treatment in connection with the price charged on low grade oil. Nothing had so filled his imagination as the possibilities of this country. It was a profound gratification to him and to his company that through their engines vast stretches of this country had been brought under cultivation. No such agricultural development had been known since the world began, and that they had been a cog in the progress of this country of limitless possibilities was to him a satisfaction beyond words.

W. C. McGregor, of the J. I. Case Co., of Racine, Wis., in a few words expressed pleasure at being present. He believed the motor contests were a good thing both in an educative sense and as promoters of highly developed methods on the farm.

J. B. Davison, professor of the Iowa State Agricultural College and one of the judges of the contest, said that sometimes it was wise for a judge not to say much, in fact it was often well for them to leave town before their decisions were rendered, or at least before they were made known. Speaking for himself he was glad to be present, and believed that the use of power on the farm was only in its infancy. Farming being largely mechanical the user of power could do many times more work than could possibly be done without. Horse power costs approximately 8c. per hour, engine power had been developed at a cost of about 1c per horse power per hour. He did not believe the contest could continue unless better facilities were provided.

E. W. Hamilton, the toast master, suggested that a committee of three from the present audience should be appointed who would

(Continued on page 20.)



The Gas Traction Co. "Big 4 30" plowing with 8 John Deere bottoms. Gold Medal Winner, Class C.



The Gaar-Scott 33 H.P. Steam Tractor hauling 8 John Deere bottoms. Bronze Medal Class C.

Data and Records of Economy Loads as carried by the Various
July 5th to 22nd, 1911, by the Canadian

		ENGINE DATA														
	MAKER S NAME	No. Cyinders	Dia. Cylinders	Length of Stroke	Rated R.P.M. of Engine	Rated R.P.M. of Drive Pulley	Rated H.P.	Maximum Brake H.P.	Dia. Front Wheels	Face Front Wheels	Distance Apart (in-side)	Dia. Drivers—in.	Face Drivers—in.	Distance Apart (inside)	Total Wt. of Outfit (tanks full)	Wt. on Drivers
CLASS A—Gasoline																
1	International Harvester Co.....	1	in. 8.75	15	240-280	240-280		20	in. 36	in. 8	in. 64	in. 70	in. 20	in. 58.5	14650	10400
CLASS B—Gasoline																
2	Kinnard Haines.....	4	4.75	5	800	353	20	28	42	8	55.5	72	14	53.5	9100	
3	Avery Co.....	4	4.75	5	1000	1000	36		40	6	56	40	12	56		
4	I. H. C.....	1	10	15	240-280	240-280		25	44	9	69	70	22	52	18200	12400
5	M. Rumely Co.....	1	10	12	300-400	300-400	15	30	38	10	54	70	22	49	15385	10845
6	Goold Shapley & Muir.....	2	7.5	10	380	380	20	28	43	8	60	66	24	50	12500	1560 each
7	American Abell Co.....	2	7.5	8	500	500	20	40	38.5	8	56.5	61	20-8	59.5	10971	7625
8	Canadian American.....															
CLASS C—Gasoline																
9	Kinnard Haines	4	6.25	7	575	288	30	45	48	9	62	84	18	61	13875	
10	Sawyer-Massey Co.....	4	6.25	8	500-600	250-300	25	45	38.5	12	67.5	68	24x12	49	18500	13600
11	I. H. C	2	9	14	300-335	300-335		45	44	10	36	75	24	56.5	20600	14300
12	Gas Traction Co.....	4	6.5	8	600	450	30	50	58	10	62.5	96	24	54	17500	14000
13	I. H. C.....	2	9.5	12	350	350		45	40.5	10	75	72	24	65	19500	12000
14	Goold Shapley & Muir.....	2	9.5	13	300	300	30	45	46	10	71	78	26.5	60	17000	2305
15	Aultman-Taylor Machinery Co ..	4	7	9	500	500	30-60	60	44	12	55.5	90	3	60	22394	3065
16	Gaar Scott Co.	4	7.75	10	600	300	40	70	43.5	10	43	88	20		28000	8000
17	Buffalo Pitts Co.....	3	9	8	500	333	30	70	60	20	71	84	24	66	26000	3280 each
CLASS D—Kerosene																
18	I. H. C.....	1	8.75	15	240-280	240-280		20	36	8	64.5	70	22	59	14650	10400
19	I. H. C.....	1	10	12	350	350		25	38	10	62	72	24	54	15200	10100
20	I. H. C.....	1	10	15	240-280	240-280		25	44	9	69	70	22	52	18200	12400
21	M. Rumely Co.....	1	10	12	375	375	15	30	38	10	33.5	70	22	48.5	15385	10845
22	I. H. C.....	2	9	14	300-335	300-335		45	44	10	36	75	24	58	20600	14300
23	Gas Traction.....	4	6.5	8	600	450	30	50	58	10	62	96	24	54.5	11500	14000
24	Kinnard Haines.....	4	7.5	8	475	288	40	60	48	10	69	96	24	50	18500	
25	M. Rumely Co.....	2	10	12	375	375	30	60	44	16	59	80	30	57	27320	20060
CLASS E—Steam																
26	Buffalo Pitts Co.....	2	7	10	250	250	25	70	51	14	60	78	32	53.5	34500	
27	American Abell Co.....	1	10	14	260	250	28	80	46	11.25	1.25	75	37	55	44000	28000
CLASS F—Steam																
28	Avery Co.....	2	8	10	240-250	240-250	30	90	52.5	12	37.5	84	26	69	44000	33000
29	Gaar Scott Co.....	4	6.5x10	11	257	257	33	90	46.5	12	47.5	76	30	60	36000	26000
30	Sawyer-Massey Co.....	1	12	14	220	230	35	115	42.5	15	51.5	84	30	55.5	39000	27000
31	Sawyer-Massey Co.....	2	7.75x12.5	11	230	230	32	106	43.5	12	36.5	68	30	63	29500	22800

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Slow Forward Speed (miles per hour)	Fast Forward Speed (miles per hour)	Capacity of Fuel Tank Pounds	Capacity of Water Tank Pounds	Clearance under Engine Inches	Certified Retail Cash Price f.o.b. W. reg	Total time running	Time lost due to engine	Average horse power developed	Revol. per minute of engine pulley	Revol. per minute of engine	Fuel used in pounds	Percentage of fuel capacity used per hour	Horse power hours per unit of fuel	Water used in gallons	Av. temperature of water used	Ave. Steam Pressure	Horse power hours per 100 gals. of water used	Cost of fuel per brake horse power hr.	Cu. ft. of Piston displ. per h.p. hr.
1.76	2.05	205.6	450	in. 14	2200	120	0	22.45	257.0	257.0	30.9	7.0	1.45	7.95				cents 1.966	717.0
2	2.75	142.45	115.5	15	2000	120	0	24.30	385.8	874.3	31.7	11.1	1.53	7.4				1.86	885.4
		141.4	150		2800	120	0	21.14	1023.3	1023.3	27.0	9.5	1.57	.36				1.82	1191.4
1.76	2.05	213.7	792		2700	120	0	26.52	264.4	264.4	35.8	8.2	1.49	9.5				1.99	843.6
1.64 2.19	2.2 2.94	175	oil 283		2200	120	0	26.06	384.1	384.1	35.4	10.1	1.472	1.76				1.94	964.6
	2.11	211.5	513	14	2350	120	0	25.15	367.7	367.7	43.0	10.1	1.170	0				2.44	897.0
2	2.5	309.4	312	13	2600 rims 125	120	0	30.77	543.3	543.3	52.3	8.5	1.177	0				2.43	866.7
2	2.5	172.4	1790	18	2500	120	0	42.80	311.4	621.4	49.0	14.2	1.75	12.0				1.64	866.1
2	3	325.5	530	16	2500	120	0	35.96	297.0	594.0	44.9	6.9	1.60	21.7				1.78	1125.9
	2.08	274	870		3200	124	4	46.04	334.0	334.0	58.3	10.64	1.58	24.7				1.81	897.4
	2.1	452.3	1780	16	3350	113	0	51.97	497.5	663.3	68.9	7.6	1.42	0				2.01	941.2
2.06	2.25	320	559		3200	120	0	49.55	359.0	359.0	60.8	9.5	1.63	22.4				1.75	987.1
2.19	2.19	387	829		2825	120	0	38.96	295.3	295.3	62.55	8.1	1.25	0				2.29	970.0
2.2	2.2	350	1250		3825	120	0	58.93	534.0	534.0	67.0	9.6	1.76	26.0				1.62	871.8
2.19	2.19	645	985	13	3900	120	0	69.34	287.6	575.2	106.5	16.5	1.302	2.38				2.19	1086.9
1.86	2.2	524	650	15	3800 time 3550	120	0	56.35	340.2	510.3	95.2	16.1	1.19	14.5				2.41	960.4
1.76	2.05	233	518	14	2200	120	0	22.93	268.4	268.4	1.4g 33.6k	7.5	1.31	9.2				1.20	733.1
1.8	2	248	390	13	2700	120	0	26.25	371.4	371.4	0.1g 62.2k	12.5	0.843	12.9				1.80	926.0
1.76	2.05	247	792	14	2700	120	0	27.7	266.2	266.2	0.2g 43.6k	8.9	1.26	11.2				1.204	786.2
1.64	2.19	200	oil	14	2200	120	0	25.4	374.1	374.1	0.8g 35.4k	9.0	1.403	2.59				1.103	963.9
	2.08	322	1200		3200	120	0	51.04	350.0	350.0	1.2g 83.0k	13.5	1.212	26.08				1.269	847.9
	2.1	506	915	16	3350	120	0	43.18	507.0	676.0	1.1g 70.7k	7.1	1.202	2.7				1.28	1154.4
2	2.5	305	2500	18	3400	120	0	49.27	315.5	520.4	0.5g 82.8k	13.6	1.18	14.4				1.29	1037.0
1.52	2.03	524	oil	14	3500	120	0	53.1	370.0	370.0	0.65g 72.35k	7.0	1.45	5.975				1.052	912.1
2.25	2.5			14	2990	120	0	75.64	290.6	290.6	842.5		17.96	583.8	54.0	147.28	25.9	2.37	205.3
	2	1134	3850	14	3500	120	0	71.77	255.9	255.9	703.0	30.9	20.42	645.5	55.0	156.4	22.55	2.08	272.2
1.9	2.62	540	3750	20.5	4200	120	0	111.35	267.5	267.5	889.0	82.0	25.05	701.8		172.5	31.73	1.69	167.7
	2.5	1512	5550		4200	120	0	101.52	293.8	293.8	784.5	26.1	25.83	634.6		149.6	31.99	1.65	347.2
	2.36	1080	3177	17	4000	120	0	103.06	250.2	250.2	952.0	44.1	21.65	721.0	46.0	162.2	28.58	1.96	266.8
	2.17	756	2600		3750	120	0	83.25	279.5	279.5	753.0	49.8	22.13	556.4		166.53	29.92	1.92	314.3

100 lbs.=unit of Coal. 7 lbs. = unit of Gasoline. 7.9 lbs. = unit of Kerosene. Costs—Coal—\$3.50 per ton. Costs—Gasoline—20c. per gallon of 7 lbs. Costs—Kerosene—12c. per gallon of 7.9 lbs.

and Make More Money

greater combined advantages for making and distributing their products than any city in Canada

Best Growing Farm Implement Market

1909, 11,679,743; 1910, 14,041,187; 1911, 16,052,710

GET CLOSE TO THIS MARKET. Your opportunity is now—Winnipeg wants this business; and offers cheap power, cheap and mailed free of charge on the manufacturing possibilities of any of these lines of industries, by addressing

CHAS. F. ROLAND, Commissioner of Industries, Winnipeg, Canada



American-Abell 28 H.P. Steam Tractor hauling an 8 Bottom John Deere Engine Gang. Winner Gold Medal Class F.

(Continued from page 17.)

lay before the Fair directors in writing just what changes and assistance was desired. After considerable discussion upon this subject no action was taken.

The function closed by all joining hands and singing Auld Lang Syne. Three rousing cheers and a tiger were given to the host of the evening.

Luncheon to Tractor Men.

On July 17 the Exhibition directors tendered a luncheon to representatives of the tractor interests who were in Winnipeg in connection with the tractor tests. Mayor Evans presided and as an outcome of the gathering there is every possibility of a structure being erected in which to conduct the brake tests next year. This suggestion was put forth by J. M. Rodney, local manager of the International Harvester Company, and was thoroughly endorsed by other tractor men who spoke. At the conclusion of several bright speeches the mayor stated that the Exhibition Board would take up the matter and endeavor to give the tractor men all the facilities they required.

In his opening remarks the mayor said that Winnipeg recognized very fully the importance of the tractor tests and thoroughly appreciated the efforts of the tractor interests to make it such a success. It was the largest event of the kind in the world. He thought that Western Canada was the most important field that tractor men had to consider, and stated that in the first six months of the current year 1,200 tractors had been sold in Western Canada. This represented a capital investment of \$4,500,000. Three-quarters of this amount had been put into gasoline engines. The traction men had been instrumental in adding 30,000 horse power to the effective development force of the prairie country. He pointed out the advantages of Winnipeg as a central

point for the manufacture of traction engines, giving many figures to substantiate these advantages.

Mr. Rodney in addition to making his suggestion in regard to the erection of a permanent building, maintained that everything should be done to make the tractor tests



I. H. C. 45 H.P. Kerosene Tractor plowing with Oliver Engine Gang. Note the straight furrow.

a permanent annual event. The selling of tractors was only just beginning in the west, and Winnipeg should keep for herself this feature, which she had originated.

J. B. Bartholomew, of the Avery company, Peoria, Ill., endorsed Mr. Rodney's suggestion with regard to a permanent building. He spoke of the enthusiasm of the people behind the project, and stated that the time had come for the tractor interests to find out the worth of what they produced in open competition. He thought the Winnipeg fair grounds well adapted for the contests because of the prairie available close at hand for plowing tests. There were no such facilities around any of the fair grounds in the western states. The tests, he said, promoted good fellowship among the trade.

S. R. Stratton, sales manager, of the Gaar-Scott company, thought Mr. Rodney's proposition for a new building should have the full consideration of the directors, and E. W. Hamilton, of the Canadian Thresherman, thought the

city of Winnipeg could afford to spend \$10,000 annually to maintain the tractor tests in Winnipeg. He pointed out that it cost the tractor interests from \$40,000 to \$50,000 to come to Winnipeg.

Engine Men at Banquet.

The Ontario Wind Engine & Pump Co. held a banquet at the Royal Alexandra July 19, at which their travelling representatives from Western Canada were present, also O. B. Kinnard president, Kinnard-Haines Co., Minneapolis, J. C. Bevan, secretary, Chas A. Stickney Co., St. Paul, whose lines of stationary and traction gasoline engines were a prominent feature at the Exhibition, and for which the Ontario Wind Engine and Pump Co. are Dominion Agents and George Williams, superintendent of the Chapman Engine & Manufacturing Co., of Dundas, Ont.

The gathering was presided over by S. H. Chapman, of Toronto, president of the company, who

I.H.C. Officials in Winnipeg.

Among the exhibition visitors at the Royal Alexandra was a party of managers and representatives of the I.H.C. from Chicago and Western points who were in the city for the purpose of looking after the interests of the company in Winnipeg and of witnessing the tractor contests held in connection with the exhibition.

One of the members of the Chicago contingent of the party was Harold McCormick, son-in-law of John D. Rockefeller, and treasurer of the International Harvester Co., of Chicago.

Mr. McCormick was in the city on a tour of the west in the interest of the company, and for the purpose of showing that the Chicago headquarters are in sympathy with western agencies.

Mr. McCormick is an annual visitor to Winnipeg and is perhaps in a better position to notice the growth and improvement than one who is a resident. Speaking of the Canadian West in general and Winnipeg in particular, he said that the rapidity with which the country was settling and western cities growing between his visits were almost incomprehensible. He said that business possibilities and opportunities in Canada were far greater than in any country of the world.

Other members of the party were:—Alex. Legg, Assistant General Manager; W. A. Cavanaugh, Assistant Manager Experimental Department; J. F. Jones, Canadian Sales Manager; J. L. Martin of Experimental Department; A. L. Upton, in charge of Central Sales Division, U.S.; C. O. Aspinwall, in charge of Engine and Thresher Sales; Douglas Malcolm, Editor Harvester World; A. C. Seyfert, of Advertising Department; H. A. Waterman, Superintendent Milwaukee factory; Mr. Bradley, of the designing department of the Milwaukee factory; Mr. Brown, Manager Aultman Taylor Co.; J. D. Oliver, President and Manager Oliver Chilled



Gaar-Scott 45-70 Gas Tractor at the Brake.



Aultman and Taylor Gas Tractor plowing with a 6 Bottom John Deere Gang (Silver Medal, Class C).

Plow Co.; J. Oliver, II., Assistant Manager Oliver Chilled Plow Co.; J. A. Brookbanks, General Agent, Calgary; W. J. McCallum, General Agent, Edmonton; C. McCleneghan, General Agent Lethbridge; W. O. Lamb, General Agent Weyburn; W. P. Wells, General Agent Regina; R. H. Potter, General Agent Saskatoon; E. B. Gass, Assistant Manager Saskatoon; J. C. Hyndman, General Agent Brandon; J. T. Tanner, General Agent Yorkton; P. F. Lanz, General Agent North Battleford.

Dairy Section of Industrial

CREAM SEPARATORS.

The Sharples Separator Co. were on hand with ten machines having a capacity from 250 to 1000 lbs. per hour.

Six Magnet Cream Separators were shown by the Petrie Mfg. Co. These machines were of 400 lbs. capacity.

Five Premier Separators were shown varying in capacity from 350 to 1000 lbs. The "Premier" is an English made machine.

R. A. Lister Co. exhibited five Melotte separators, from 280 to 750 lbs. capacity.

The De Laval Separator Co. displayed ten machines, from 135 to 1350 lbs. capacity.

DAIRY COMPETITION.

Excellent prizes both in money and kind were offered in the two day dairy competitions at the Exhibition and the decisions were

made according to the following scale of points: 25 points for each pound butter fat; 3 points for each pound of solids not fat, 1 point for each ten days in milk after the first 30 days, limit 10 points.

The first competition in the 2 day test was for heifers under 36 months. First was Clara's Julia, owned by A. B. Potter, Langbank, with the following score: Milk, 84 pounds; butter fat, 2.54 pounds; solids other than fat, 7; Points, 84.5.

Second was Daisy Colantha Fayne, owned by H. Hancox, Dominion City, with the following: Milk, 78.75 pounds; butter fat, 2.20 pounds; solids other than fat, 7.01 pounds. Points, 73.3.

Third, Blanche Colantha Fayne, owned by H. Hancox: Milk, 62.25 pounds; fat, 1.49; solids not fat,— Points, 52.1.

The second competition was for cows 3 years old and over: First, "Butter Queen De Kol," owned by H. Hancox: Milk, 147.75 pounds, butter fat, 4.21 pounds; solids other than fat, 11.8 pounds. Points, 141.6.

Second, Lady Bonheur 5th, owned by H. Hancox—Milk, 128 pounds; butter fat, 3.62 pounds; solids other than fats, 10.4. Points, 121.7.

Third, cow, Floss Morton, owned by P. D. McArthur—Milk, 91.75 pounds; butter fat, 3.39 pounds; solids other than fat, 7.4. Points, 106.9.

A HARVEST FOR THE DEALERS AT HARVEST TIME

THE growth of the steel grain bin business has been marvelous and it brings an opportunity for the dealer to reap a harvest of honest profits on this modern necessity.

But too many otherwise energetic and wide-awake dealers let the harvest season slip by without taking advantage of this golden opportunity.

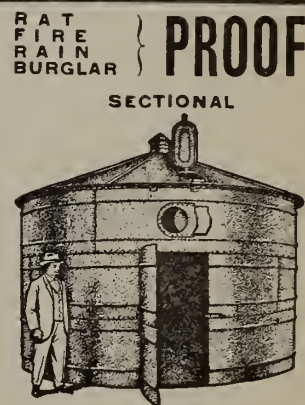
Butler Combination STEEL GRAIN BIN

All parts galvanized. Corrugated. Shipped knocked-down in sections, additional sections added any time to increase the capacity.

Has port-holes, large door, ventilator, hopper, spout, man-holed cover and smooth bottom.

Keeps grain in perfect condition and is absolutely weather proof. Equipped with storm hooks for anchoring.

Saves insurance, hauling and labor at harvest time. Will last a life time and can be easily moved from place to place.



Special Exclusive Agency For Canadian Dealers

This special, new model, portable Steel Granary is carried in three sizes, 500, 750 and 1000 bushels and sold only through progressive merchants.

Booklets, circulars and advertising matter are furnished for distribution among live prospects and every possible co-operation given in building up this bin business

A Real Portable Granary

is in demand in the Northwest for it not only serves the purpose of a safe bin but can be readily used for a satisfactory store house for machinery, harness, tools or anything that needs to be securely put away.

The Agency is now open in Canadian
Towns. Special Prices.

Can Make Immediate Shipment.

Write to-day for Booklet, Circular and Best Prices. Do It Now.

Butler Manufacturing Co.

St. Anthony Falls Station.

Minneapolis, Minn.



Sawyer & Massey Steam tractor at the Brake test.

Judges' Score Sheet, 1911 Motor Competition, held at Winnipeg

ENTRY NUMBER	HIGHEST POSSIBLE No. of Points	MAKER'S NAME	ECONOMY TEST								MAXIMUM TEST							
			Gas	100	15	15	10	5	5		150	12	5	3	2	3	10	10
			Steam	100	10	10	5	2½	2½	20	150	12	5	3	2	3	10	10
				Horse Power Hours per Unit of Fuel	Water Used, % of capacity	Cubic Feet of Piston Displacement per H.P. hour	Steadiness of Running	Vibration	Condition of Engine	Horse Power Hours per 100 gals. Water	Total Score, Economy Test	Cubic Feet Piston Displacement per H.P. hour	H.P. Max. H.P. Econ.	H.P. Hours per Unit of Fuel	Steadiness of Running	Vibration	Loose Parts	Bearings
		CLASS A—Gasoline																
1		International Harvester Co.	82.4	12.4	15	7	2	4		122.3	12	6	2.3	1	1	10	10	
		CLASS B—Gasoline																
2		Kinnard Haines	86.9	14	12	9.5	4.5	4.5		131.4	10.2	1.4	2.4	2	2.5	10	8	
3		Avery Co.	89.2	14.6	9	2	4	4.5		123.3	7	1.3	1.9	1	2.5	10	10	
4		I. H. C.	81.2	13.2	13.5	5	2.5	4		119.4	10.7	1.3	2.6	.5	1.5	10	10	
5		M. Rumely Co.	83.6	15	11	5	2.5	3		120.1	9.9	3.3	2.3	1	1.5	10	10	
6		Goold, Shapley & Muir	66.5	15	12	10	4.5	3		111	8.7	5	1.7	2	2	10	10	
7		American Abell Co.	66.9	15	12.5	9	4	3.5		110.9	10	.7	1.2	2	2	10	10	
8		Canadian American	Did not enter tests.															
		CLASS C—Gasoline																
9		Kinnard Haines	99.4	14	12.5	9.5	4.5	5		144.9	9.2	.9	2.7	2	2.5	10	10	
10		Sawyer-Massey Co.	90.9	9	9.5	9.5	4.5	4		127.4	9.6	5	3	1.5	2.5	10	10	
11		I. H. C. (Penalized 10 points)	89.8	10.7	12	7	3	4		126.5	10.5	3	2.4	1	1.5	10	10	
12		Gas Traction Co.	80.7	15	11.5	9.5	4.5	5		126.2	9	1.4	2.2	2	2	10	10	
13		I. H. C.	92.6	9	13.5	6	2.5	3		126.6	11.3	3.6	2.2	1	1.5	10	10	
14		Goold, Shapley & Muir	71	15	11	9.5	4.5	3		114	8	0	2.1	1.5	3	10	10	
15		Aultman-Taylor Machinery Co.	100	11.8	12.5	10	5	4		143.3	9.2	0	1.7	1	3	10	9	
16		Gaar Scott Co.	74	14.6	10	9.5	4.5	4.5		117.1	7.4	1.4	1.9	2	3	10	10	
17		Buffalo Pitts Co. (Withdrawn)																
		CLASS D—Kerosene																
18		I. H. C.	90.3	12.3	15	7	2.5	3		130.1	11.6	1	2	1	1.5	10	10	
19		I. H. C.	58.1	10	12	6	2.5	3		91.6	9.9	1.6	1.7	1	1.5	10	10	
20		I. H. C.	86.9	12.9	14	7	2.5	3		126.3	11.8	1.7	2.6	1	1.5	10	10	
21		M. Rumely Co.	96.8	15	11.5	5	2.5	3		133.8	10.6	4.6	2.3	1	1.5	10	10	
22		I. H. C.	83.6	11.7	13	7	3	2		119.3	12	4.6	3	1	1.5	10	10	
23		Gas Traction Co.	82.9	14.3	9.5	6	4.5	3		120.4	7.8	2.7	2.7	1	2	10	10	
24		Kinnard Haines	81.4	14.1	10.5	9.5	4.5	4.5		124.5	8.9	2.9	3	2	2.5	10	10	
25		M. Rumely Co.	100	15	12	10	2.5	4.5		144	11.5	5	2.4	2	1.5	10	10	
		CLASS F—Steam																
26		Buffalo Pitts Co. (Withdrawn)																
27		American Abell Co.	78.8	6.3	6	4.5	1.5	2.5	14	113.6	8.4	4.5	2.2	1	2	10	9	
		CLASS G—Steam																
28		Avery Co. (Penalized 3 points)	96.9	6.1	10	5	2.5	2.5	20	143	12	4.4	1.9	2	3	10	10	
29		Gaar Scott Co. (Penalized 12 points)	100	10	5	5	2.3	2.5	20	144.7	6.7	5	3	2	2.5	10	10	
30		Sawyer-Massey Co (Withdrawn)																
31		Sawyer-Massey Co	85.5	5.3	5.5	4.5	1.5	2.5	18.5	123.3	7	4.4	2.8	1	2	10	9	

July 5-22 by the Canadian Industrial Exhibition Association.

	PLOWING TEST								DESIGN AND CONSTRUCTION						Total Points	Rank	Entry No.	
	50	100	20	20	20	15	25	200	20	20	20	20	20					
	50	90	30	20	20	15	25	200	20	20	20	20	20					
Relative Lubrication	Total Points for Max. Test	D.B. H.P. Hours per Unit of Fuel	Water per D.B. H.P. Hour	Acres Plowed per Hour per B.H.P.	Quality of Plowing	Possible Distance Travelled Without Replenishing Fuel	General Cond. of Engine, Stops, etc.	Total Points Plowing Test	Protection of Working Parts	Accessibility	Variation of Speed	Ease of Manipulation	Design, Material, etc.	Total Points	Total Points	Rank	Entry No.	
5	40.4	70.7	13.6	16.4	15.5	11.8	21	149	13.5	17	13	15	17	75.5	387.7	1st	1	
	41.5	85.8	14	18.4	10.5	8.6	23	160.3	16	16.5	17	15	16.5	81	414.2	1st	2	
3	36.7	45.8	12.5	16.6	9	8.3	20	112.2	18	18	20	20	17.5	93.5	365.7		3	
	39.6	100	10.3	19.7	11.5	15	24	180.5	14	17	13	14.5	15.5	74	413.5	2nd	4	
	41.0	59.4	16.5	20	11.5	5.9	25	138.3	14.5	18	18	13.5	15.5	79.5	378.9	3rd	5	
	37.9	60.5	14.8	12.7	11.5	9.3	20	128.8	13	18	15	16.5	16.5	79	356.7		6	
	38.9	57.1	20	12.9	13.5	12.7	23	139.2	14	12	18	18	17	79	368		7	
																	8	
	42.3	83.1	13.7	14.4	12.5	6.9	15	145.6	Same as No. 2.					81	413.8	3rd	9	
	45.6	80.3	7.7	14.1	16.5	10.4	20	149	17.5	16.5	19	15.5	18.5	87	409		10	
	42.4	93.2	11.8	20	10.5	8.5	25	169	14.5	17	14	14.5	15.5	75.5	403.4		11	
	39.6	87.5	20	15.8	9	13.8	25	171.1	17	18.5	17	16	18.5	87	423.9	1st	12	
5	44.1	86.8	11.1	18.5	14.2	9	11	150.6	13	16	14	14.5	16.5	74	395.3		13	
	37.6	41.5	16.3	11.9	13.5	10.3	5	98.5	12	18.5	15	16.5	16.5	78.5	328.6		14	
5	38.4	82.8	10.3	16.1	9.5	11.5	22	152.2	14.5	18.5	17	18	18.5	86.5	420.4	2nd	15	
1.5	40.2	34.7	16.1	11.4	12.75	8.8	20	103.7	14	18	17	17	16.5	82.5	343.5		16	
	Withdrawn.																17	
4.5	41.6	69.5	9.5	13.4	14.25	11.6	24	142.2	Same as No. 1					75.5	389.4		18	
4.5	40.2	61.5	12.5	17.1	12.7	6.2	12	122.1	Same as No. 13					74	327.9		19	
4.5	43.1	52.3	13	16.2	13	7.7	13	115.2	Same as No. 4					74	358.6		20	
3	43	72.6	14.8	18	12.25	6.4	23	147.1	Same as No. 5					79.5	403.4		21	
3	45.1	77.4	12.4	20	13	6.3	25	154.1	Same as No. 11					75.5	394		22	
3	39.2	90	18.3	19.4	11	15	24	162.7	Same as No. 12					87	424.3	2nd	23	
3	42.3	100	16.2	17	14	9.1	21	177.3	Same as No. 2					81	425.1	1st	24	
3	45.4	67.4	16.2	16.5	13.7	8.8	24	131.8	Same as No. 5 (less 3 points for gear changes)					76.5	412.5	3rd	25	
																	26	
4	41.1	76.9	21.3	18.1	11.7	10.7	20	158.7	16	17	14	19	16	82	395.4	1st	27	
4	47.3	82.4	18.7	16.2	13.5	4.8	23	158.6	16.5	20	20	20	17	93.5	439.4	1st	28	
4	43.2	64.6	16.4	20	11.7	15	15	142.7	16	17	17	19	16	85	403.6	3rd	29	
																	30	
4	40.2	90	21.7	18.1	11.5	7.1	20	168.7	16	17	14	19	16	82	414.2	2nd	31	

Potato Diggers.

Conditions point to a heavy crop of potatoes, and implement dealers should not neglect this opportunity to push the sale of potato diggers. There are now on the market several reliable machines which should find a ready sale in districts where any considerable acreage of the tubers that have made Ireland famous is grown. It is becoming quite common for the Western farmer to raise anywhere from 10 to 20 acres of potatoes and the hand method of garnering this crop is very tedious and expensive, as is well known. Contrasted with the new method of digging potatoes, the old style is as antiquated as the cradle in the wheat field. Formerly it was necessary to go over each row from two to three times with a shovel plow to turn the tubers up on top. Next the soil must be searched with the hands for potatoes that have been covered. After all this handling many of the tubers are cut and unfit for market; others are lost by being plowed under the ground. When the potatoes have been picked it is necessary to harrow the field in order to cover the furrows.

With an up-to-date potato digger one trip over each row suffices. The tubers are all shaken free from the soil and put in narrow rows convenient for picking up, no covering or cutting. In addition the soil is left level, thus doing away with the necessary harrowing.

Comparing the above operations, the advantages of the potato digger are plainly apparent. Besides its wonderful labor saving qualities, the harvester enables the operator to dig four acres, while he would be plowing out one acre by hand. Further he has the satisfaction of knowing that all the tubers are out of the ground and in marketable condition and the pickers can gather double the quantity in an equal length of time.

Getting Results.

Men enter the implement business for the same reason they engage in any other commercial pursuit—to make money. The expectation is that every implement or vehicle sold will put a little profit into the dealer's pocket, and if it does not there is something wrong with the business or his methods.

It will not take a great while for the careful dealer to discover whether he is making money. Six months or less should indicate whether a profit or a loss will be shown at the end of the year. If an inventory and trial balance at any time do not give good results it will be necessary to make a close investigation as to the causes. Probably the first questions a man should ask himself under these circumstances are: "Am I working hard enough? Am



**THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION**

A MONTHLY NEWSPAPER

**DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY**

Established in 1904 and Published Monthly by
Canadian Farm Implements, Limited
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 822-3 UNION BANK BUILDING Telephone Main 518 WINNIPEG, CANADA

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CORRESPONDENCE
 Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

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WINNIPEG, CANADA, AUGUST, 1911

I giving my business and its details the closest attention possible. If a satisfactory answer seems forthcoming to these mental questions there is still plenty of room for investigation under such headings as "what is my cost of doing business" Am I careful enough in granting credits? Am I getting sufficient profit from my sales? Are my outstanding accounts too heavy? Am I carrying too large a stock? These and many other minor items must be carefully scrutinized by the dealer who finds he is slipping behind. After all it must be remembered that it is the man himself who counts more than his methods or his environment. To attain success it is necessary to have initiative, ability and force. The capacity to originate new schemes, take advantage of profitable opportunities, attract customers by fresh ideas, is necessary for the man who wants to arrive anywhere.

There is money in any kind of business, but it is necessary to dig for it, just as miners find the best veins of metal in the deepest strata. The successful man has determination, perseverance and tact, he is all the time digging the money out of his business by these and other qualities, therefore it behooves every retailer to carefully strengthen his weak points, both as to character and store system, if he wishes to get money out of his business.

The Best Policy.

The value of mercantile honesty is recognized by the worst cheats and frauds in mercantile life, says Trade. If it were otherwise, they would not inscribe on

their banners such sentiments as "The square deal," "A child can trade here," etc. The honesty of a dealer is measured by what he does, not by what he assumes or what he says. However shrewd he may be, the public will measure him according to his deserts.

Recognizing that honesty is the only basis for a correct store policy the dealer's next step should be to aggressively demonstrate to the public that he sells honest goods and gives honest measure, that he has honest clerks and that he expects them to be honest; all of this should be done in deeds, not words. If he adds to this the usual or natural attributes of honesty, such as courtesy, friendly interest, forbearance and industry, he is well on the road to a good store policy.

In the execution of a correct policy a merchant should begin with himself. He should set the standards for his employees and live up to them.

If it should be said that we have drawn a picture that is too ideal to be practical we reply that honesty is not only practical—it is profitable.

The Value of Service.

Service has been said to be the open sesame of twentieth century business. Of all the factors which go to make any retail store successful, this word service probably embodies the most important of them. The implement dealer who gives customers real service is following the surest method to build up his business—that is, ensuring the return to his

warehouse at some future time of his patrons. Satisfied customers are not only the best advertisements, but they are permanent, which is perhaps an even more valuable quality.

Briefly stated, service is nothing more or less than careful attention to the customer, but it includes many little details which the happy go lucky salesman inevitably overlooks. One has to have the right kind of temperament to give anything approaching service, for foremost in the list of qualifications are politeness, alacrity, patience, urbanity and so forth. Some of these virtues may no doubt be acquired by a system of self-schooling, but it is to be feared that the majority of dealers are only too anxious to make a sale, pocket the cash, and forget all about the deal. True service does not end here, however, it includes a careful explanation of the proper manipulation and care of the machine being sold, a willingness to stop in passing the purchaser's farm at any time to set things right, etc.

The implement dealer who has the reputation of being a good business man and a "fine fellow" is generally the one who is giving service, and his business is growing naturally. Are you one of these? If not, why?

The School of Character.

Business is the great moulder and developer of men. It is a gigantic school of character, taking bashful, callow, untrained, inexperienced youths and in a few years making them efficient, masterly doers of big things. Business develops a man's latent abilities. It brings out to the surface those deep-rooted, sleeping possibilities which are in nearly every one. Business demands that a man make something out of himself. It holds out splendid rewards to those who do. It punishes with failure those who don't. Education is an unfolding process. Sunshine, rain and air bring forth the buds on the flowers and trees. The kindly elements extend their help and encouragement to the buds until they develop into beautiful flowers or luscious fruits.

Likewise work, study, thought, difficulties and handicaps bring forth the buds in our character and finally flower them into that magnificent bouquet—a positive personality. In business we must work, plan, study and overcome problems. That is how it educates and makes little men into big men. But you will say that business often makes men narrow, crabbed, grasping, cold and miserable. Yes, but that is the fault of the men and not of business. Did you ever notice that business usually punishes these men? For a time they seem to

succeed, but inevitably there comes a crash—a falling of the structure not reared on a solid foundation. Often this crash does not come until death, but it comes some time. When the unfortunate one dies, folks say: "He was not a success. His character does not inspire us. His memory is not hallowed." He himself, when dying, often wishes that he had his life to live over. He tacitly admits that he is a failure.

Such lives show us that business is also a teacher of ethics. It rewards those who are on the square. To win its plaudits one must practice the virtues. To violate moral law is to violate business law, or to run counter to the science of success.

Cost of Living in the Orient.

Highly civilized nations are not the only sufferers from increased cost of living, for according to a Japanese newspaper prices have gone up in Japan over twofold in the last 20 years, while the purchasing value of the currency has sensibly declined. Taking the average rate of prices in January, 1887, at 100 and the value of the currency at the same time at 100, the rate of prices in 1910 would be 228 and the value of currency 43, according to a table published by the Bank of Japan.

Another table published by the same bank shows that the advance in the price of imported goods has been comparatively small, while the rise in the price of goods produced for the home market and for export has been greater. Compared with the advance in prices in other countries, the Japanese rate of advance has been about 2 per cent. greater than that in London and New York. This may be due to some special influence such as the enormous expansion in the amount of money in circulation.

Avoid Exaggeration.

Just why salesmen and others who have to do with the sales-making end of a business should "stretch the truth" about the activities of their business, it is hard to fathom.

Probably it is because they should be optimists. Optimists are generally enthusiasts, and that is a good thing—both for the business and the man.

It is so easy to say, "We're shipping a hundred automobiles a day," when we are really shipping but sixty. Now, sixty is big enough, but the extra forty seems to make the picture better. Also, it allows for the shrinkage we feel the cynicism of our listener will put on our claim.

What's the use?

Somebody besides ourselves knows the truth. That gets to

the public, and soon it takes a bigger exaggeration to allow for the skepticism we have aroused.

It is bad for the organization. Employers have less faith in a concern—less faith in each other—in the managers—when they know it is a policy to "add a bit to the truth for good measure."

Then the exaggeration gets into the work of the employees—because men can't see lies make money for their employers without succumbing to a desire to do more or less of it in their work for their own benefit.

Less care, less loyalty, less enthusiasm, less co-operation, less efficiency, because the house is a bit rotten at the heart.

This may sound like a sermon; so it is. We see the principle "work"—every day.

There is no place for exaggeration in the advertising or selling talk of a decent, self-respecting, honest business. A statement is either true or it isn't. The business that requires exaggeration is in need of a physician, just as the man who needs morphine "to keep going," is a sick man. He won't "go" for long.

Salesmen with claims that cannot be backed up are the weakest competitors of a fellow who deals in facts.

Exaggeration has done more to make salesmanship a "game," and advertising a synonym of insincerity than any other bad practice of poor business men.

It is time to lend a hand—cut out one of the untrue superlatives to-morrow.—Trade.

Cockshutt Plow Co Expanding.

The extensive operations of the Cockshutt Plow Co. in Western Canada, as well as in foreign countries, has necessitated further large extensions in their factories and branch warehouses. The new building requirements of the Brantford plant, which are now being proceeded with, include large additions to the carpenter shop, iron foundry, steel structural department, blacksmith shop, iron storage building, paint shop and casting storage. 46 bays will be added to these buildings, running 619 ft. in length. These extensions will also necessitate a large increase in the power plant.

Plans are now being prepared for a large fireproof warehouse at Regina, which will have a frontage of 200 feet on Broad Street, and which, when completed, will be the finest implement house in the Saskatchewan Capital City.

A. M. Nanton, of Winnipeg, was recently appointed a director of the company, and with E. A. Mott, as director and Western general manager, the company now has two Western men on the directorate and will thus be able to keep closely in touch at all times with Western conditions.



T. F. Simpson.

An event which was considered by the travelling staff of the Manitoba branch of the Massey-Harris Company as one of the most important and pleasant happenings of Exhibition week, was the presentation by the "boys" of a handsome travelling bag to Mr. T. F. Simpson, who is and has been for many years prominently connected with the designing and experimental departments of the plow factory of the Massey-Harris Company.

Mr. Simpson is one of the oldest plow builders in Canada and since a great portion of his time has been spent in the West, where he has made a very careful study of the requirements of the great and growing Western Plains, his exertions naturally turned in the direction of supplying to the Western farmer a plow suited to his exact needs. With what success his efforts have been crowned is demonstrated by the enormous demand for the product which his ingenuity created.

"Tom," is a most genial associate, he is never too busy or too tired to give someone a lift, and, what is a great asset in this world, he always has a pleasant word for everyone. The regard in which he is held by his business associates was plain to be seen and understood by the address given to him and by the hearty wishes expressed for his continued successful career.

Cream Exports.

It is reported that the exports of cream from Quebec Province to the United States, as invoiced through Sherbrooke, for the quarter ended June 30, 1911, amounted to \$118,650, as compared with \$63,896 for the corresponding quarter of 1910. All this cream is purchased by American creameries and manufactured into butter in the United States.

Personals.

Geo. Pocock is a new implement dealer at Emerson, Man.

G. R. Perry is opening an implement warehouse at Marcelin.

G. Imeson has sold out his implement business at Stony Plain.

J. B. Phillips has commenced an implement business at Ogema, Sask.

Peter Nemeth is opening an implement store at Wakaw, Sask.

Geo. Chatham is opening an implement business at Dana, Sask.

Adam Reis has opened an implement business at Loreburn, Sask.

J. T. Thompson has sold his implement business at Kipling to J. Johnston.

Forester & Wood are opening an implement warehouse at Webb, Sask.

T. P. Greentree has entered the implement business at Drumheller, Alta.

R. H. Mathews is commencing business as an implement dealer at Radville, Sask.

David Wood, implement dealer of Teulon, Man., has opened a branch at Arborg.

E. J. Johnson, implement dealer at Kamsack, Sask., has opened a branch at Verigin.

A. H. Walker is successor to Walker & Stephens, implement dealers at Canora, Sask.

McKay & Clarke, implement dealers at Brandon, have dissolved, Wm. Clarke continues.

The Manitoba Windmill & Pump Co., received a diploma at the Calgary fair for their exhibit.

Mr. Lundquist, of the Buffalo Pitts Co., Fargo, N.D., was a visitor to Winnipeg during Exhibition.

Robert Bell, of the Robert Bell Engine and Thresher Co., Seaford, Ont., was a visitor to Winnipeg during the Fair.

J. D. Taylor, manager of Goold, Shapley & Muir Co., has returned to the city after taking in Regina Fair.

R. M. Locke, hardware and implement dealer at Castor, Alta., is discontinuing the implement business.

F. A. Lister, of the R. A. Lister Co., Toronto, was visiting the Winnipeg branch during the Exhibition.

T. Shepherd & Son, implement and lumber dealers at White-water, Man., have gone out of business.

G. F. Gislason has bought out the implement business of Starangson & Kristinson at Elfros, Sask.

Hoffman & Refferschied, implement dealers at Bruno, Sask., have been succeeded by Refferschied Bros.

Mr. Hawthorne represented the Nichols & Shepard Co., Battle Creek, Mich., at Winnipeg Exhibition.

R. C. Dunbar, sales manager of the Tudhope Carriage Co., Orillia, Ont., gave us a call during the Fair.

Dieball & Tompkins, implement dealers at Kenaston, Sask., have been succeeded by Tompkins & Ullerich.

C. N. Choate, manager of the Eureka Planter Co., Woodstock, Ont., is making his annual tour through the West.

S. S. Bean, Winnipeg manager of the American Seeding Machine Co., is in the West taking in Regina and Edmonton Fairs.

G. D. McCrea, of the Canadian American Gas Engine Co., Dunville, Ont., was in the city for the Agricultural Motor Contest.

Geo. Verity, mechanical superintendent of the Verity Plow Co., Brantford, Ont., was in Winnipeg for the Agricultural Motor Contest.

J. B. Bartholomew, president, and W. Brandon, of the Avery Co., Peoria, Ill., took in the Agricultural Motor Contest recently held here.

The following members of the J. I. Case Co., Racine, Wis., were here during the Fair: W. F. McGregor, D. P. Davis, J. Witmer, Mr. Mustard.

Mr. Haggarty, of the American

Gas Tractor Co., Minneapolis, Minn., was present at the Agricultural Motor Contest held here during Exhibition.

J. C. Bevan, secretary of the Chas. A. Stickney Co., St. Paul, accompanied by Mr. Neilson, was in Winnipeg to take in the motor contest.

Ira T. Wait, of Kansas City, representing the Winona Wagon Co., is spending a month or two in this territory in the interests of his company.

S. R. Stratton, sales manager and F. Land, of the Gaar-Scott Co., Richmond, Ind., were at Winnipeg Exhibition in the interests of their company.

John Muir, general manager of Goold, Shapley & Muir Co., and his son, W. J. Muir, head of the collections department, were in Winnipeg during the Fair.

John Deere Plow Co. had all of their travellers in town during the Fair to give the glad hand to dealers. They were kept busy exercising their geniality.

F. E. Kenaston, president of the American Abell Co., Battle Creek Mich., and S. O. Bush, of the same company were in this city during the Exhibition.

S. S. Bean, manager of the American Seeding Machine Co., made his annual trip to the south during July, taking in the home office at Springfield, Ohio, and

visiting the various branch factories of his company.

The Hart-Parr Co., Charles City Iowa, were represented in Winnipeg during the Exhibition by A. R. Porter, Portage la Prairie, and W. H. Williams, Charles City.

H. H. Kohlman, manager of the John Deere Plow Co. at Regina, spent a few days in Winnipeg during Exhibition. We were glad to shake hands with Harry.

A. A. Campbell, of the Toronto office of the Massey-Harris Co., was recently in Minneapolis, Minn. looking over Minnesota and the Dakotas in company with Lindsay Bros. travellers.

The Long Lake Trading Co., implement dealers at Venn, Sask., have dissolved. R. J. Pringle continues at Venn; O. D. Johnston at Imperial; and Jas. Vickarious at Simpson.

P. J. Downes, of the P. J. Downes Company, Minneapolis, spent a few days at Winnipeg during the Industrial Exhibition. He was accompanied on the trip by P. J. Keating of the same company.

R. B. Robitshek, for some time advertising manager for the Gas Traction Co., Minneapolis, Minn. will leave that company August 1 to become associated with the M. Rumely Co. of La Porte, Ind.

Among the Kinnard-Haines officials here during Exhibition were O. B. Kinnard, president of the

Company., and his son, C. Kinnard, of Minneapolis, Minn.

S. H. Chapman, president and manager of the Ontario Wind Engine & Pump Co., visited Winnipeg during the Fair. Mr. Chapman was specially desirous to see the agricultural motor contest.

B. Melvin, John Keil and Chris, Keil all of the experimental department of Deere & Co., Moline, were interested spectators during the plowing section of the Agricultural Motor Contest.

Messrs. McPherson, Thom and Sanson, of the Ontario Wind Engine & Pump Co.'s Calgary branch, took in the Winnipeg motor contest. These gentlemen are on the road staff of their company.

F. C. Ohly, manager of the Iowa Dairy Separator Co.'s northwestern branch at Minneapolis, Minn., was in Winnipeg during Exhibition. Mr. Ohly favored us with a visit during his stay in town.

S. Brown, who is looking after Canadian territory for Studebaker Bros., reports trade conditions most satisfactory. Mr. Brown makes his headquarters at Winnipeg, and covers Manitoba and Saskatchewan. The Studebaker Bros. Company are after the Canadian trade during the coming season.

"ALL THERE IS IN A SPREADER"



That's what experienced farmers and dealers say about the Whitely Spreader.

The WHITELY SPREADER merits sincere approval of "The Men Who Know"

BECAUSE its wheels track with those of the standard wide track wagon gear. It is no wider than a wagon and will pass through any wagon door or gate. It will carry as much manure as the standard size "built-together-spreader." It has folding sides for easy loading and may be loaded three feet high (like cut) without choking or bunching. It has device in front of the rake or comb that loosens the load and permits high loading. It has a self controlled rake that keeps the load away from the cylinder until the machine is thrown in gear. It draws through the coupling pole or reach, same as a farm wagon. It is a COMBINED spreader, the bed can be lifted off with our lifting device and replaced in five minutes; thus providing separate use of the gear any time. The detainer rake and divided screw cylinder repulverize the manure into fine particles and spread a perfectly even swath, six feet wide. Because of this feature it is the only machine that will top dress. Spring cushioned chain drive direct to cylinder shaft, no cogs or clutch.

CANADIAN MANUFACTURERS AND DEALERS—MEET US IN THE MANUFACTURERS' ANNEX AT THE CANADIAN NATIONAL EXHIBITION IN TORONTO, AUG. 26—SEPT. 11. IT WILL BE WELL WORTH WHILE.

American Farm Machinery Co., Springfield, Ohio.

The Rumely Co. had the following officers in Winnipeg during the Fair: V. P. Rumely, L. W. Ellis, B. G. Baker, manager Regina branch; A. D. Adshead, manager Grand Forks; John McIntyre, Winnipeg, and A. C. Bergoff, manager Saskatoon branch.

Stewart J. Moore, who for the past five years has been engaged in the engine and thresher sales department of the International Harvester Co., has accepted a position with the Cockshutt Plow Co. at Saskatoon. Mr. Moore will have charge of the warehouse at this point.

W. H. Taylor, manager of the Minnesota Moline Plow Company, Minneapolis, was among the visitors at the Winnipeg Industrial Exposition. He was accompanied by J. L. Irvin, assistant factory superintendent, W. H. Masten, trade manager, A. Lindgren, and E. Carlmark, of the experimental department, all from the home office at Moline.

The Cockshutt Plow Co. had the following members of their staff in Winnipeg during Exhibition: John Adams, manager Saskatoon branch; J. A. Latimer, manager Calgary branch; H. W. Cockshutt, sales department, Regina; J. E. Naismith, general agent, Brandon; J. B. Pinkerton, blockman at Dauphin; F. G. Howse, G. W. Shunk, and B. Van Blaricon, road men, with headquarters at Winnipeg;

J. A. Morris blockman, Yorkton; D. T. Duncan, blockman, Miami; Murdoch Cameron, general salesman, Portage la Prairie.

A goodly number of implement dealers from the prairie provinces gave us a friendly call during Exhibition. We appreciate these visits very highly.

Immense Farm.

The Canadian Wheatlands Company are breaking prairie on a large scale at Suffield, Alberta. It is reported that a road 12 miles in length is being graded north through the farm to facilitate hauling supplies to the plowing camps, a fact that will convey some idea of the area of the farm. This spring saw the commencement of active work on the land, and permanent dwellings, stables, etc., are being constructed. Breaking was started in April, and 10,000 acres had been plowed by the end of June, in addition to a large amount of cultivation. Three gasoline and five steam tractors were employed, besides ox teams to the number of thirty.

The future of this enormous farm will be watched with interest, and judging by the careful methods of the manager, James Murray, formerly superintendent of the Dominion Government Experimental Farm at Brandon, Man., its success should be assured.

Fine Yield in Dry Country.

An average of thirty bushels of wheat to the acre is asserted by H. W. Campbell, the dry farming expert, for his experimental farm at Holdrege, Neb. "We have had only five inches of rain at Holdrege this year," he said, "and there will be a short crop of wheat on every farm in that section save ours. There we will

have yields running as high as forty bushels to the acre and averaging around about thirty. Scientific tillage has done this, and if the directions are followed others can do as well. Drouth conditions can be conquered, and the knowledge that this is true will keep the men on the farms. All of Western Kansas and Western Nebraska, now the chief sufferers from the drouth,

De Laval Cream Separators

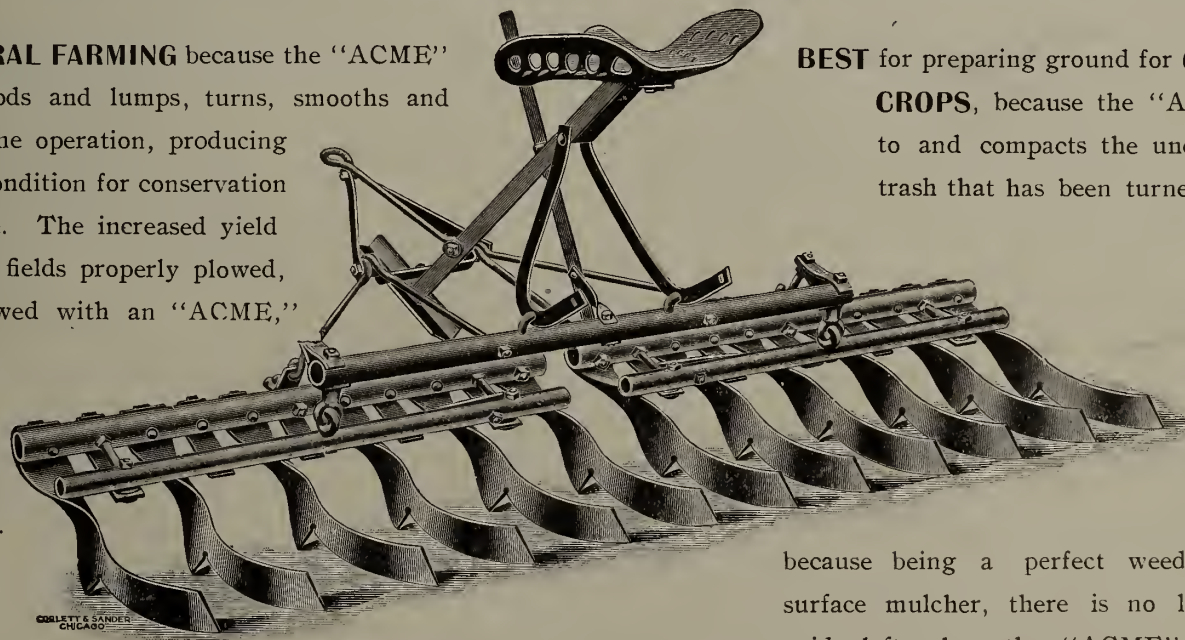
Best made
Best known
Best advertised
Easiest to sell

The De Laval is the one sure foundation upon which to build a profitable and enduring Separator trade. Agency applications cordially invited.

The De Laval Separator Company
14 and 16 Princess Street, Winnipeg.

YOU WANT TO SELL HARROWS GIVING THE BEST RESULTS. THEY ARE THE "ACME" PULVERIZING HARROWS.

BEST for GENERAL FARMING because the "ACME" crushes clods and lumps, turns, smooths and levels in one operation, producing the ideal condition for conservation of moisture. The increased yield on 20 acre fields properly plowed, and harrowed with an "ACME," will more than pay for the "ACME" in one year.



BEST for preparing ground for GRAIN and OTHER CROPS, because the "Acme" cuts through to and compacts the under soil, chops the trash that has been turned under and leaves it buried, also producing best possible seed bed on newly broken Prairie.

BEST for FOLLOWING because being a perfect weed exterminator and surface mulcher, there is no lumpy soil and no voids left when the "ACME" is used.

Sizes from 3 ft. to 17½ ft. in width.

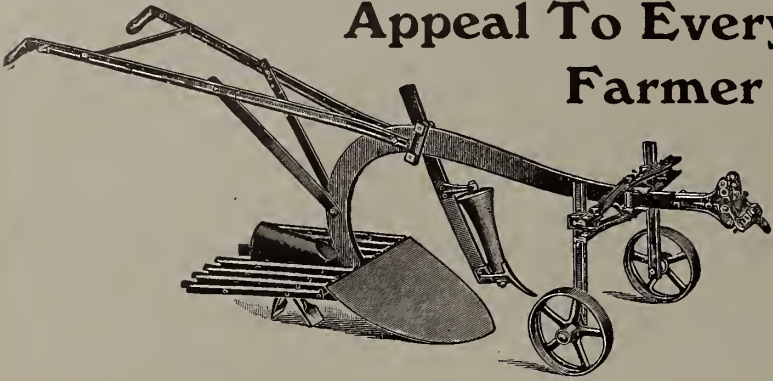
JOHN DEERE PLOW CO., LTD.,

WINNIPEG CALGARY EDMONTON SASKATOON REGINA LETHBRIDGE

DUANE H. NASH, Incorporated, 107 Division Avenue, Millington, N.J.

Deere Potato Diggers

Appeal To Every
Farmer

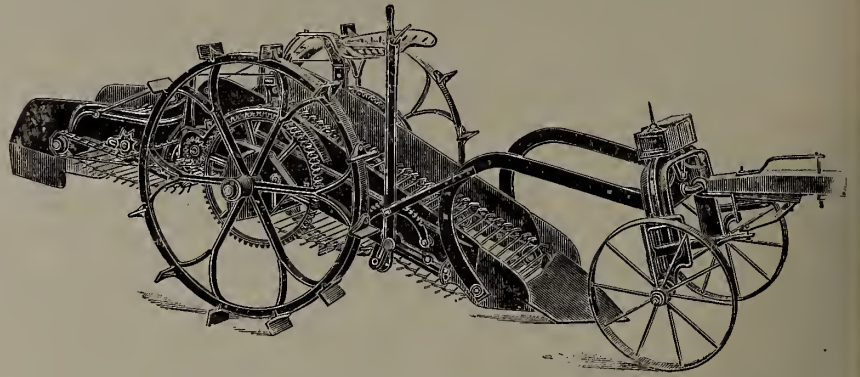


Shaker Digger with Fore Carriage

STEEL beam.—High natural temper steel blade.—Provided with weed fender and gauge wheel.—The shaker Digger has a perfectly flat blade and will not cut the potatoes. The rod grating is hinged at the front and is given an up-and-down shaking motion by the sprocket wheel at the rear. This shakes the dirt off from the tubers and leaves them clean and whole on top of the ground. The weed fender is intended to clear away weeds and vines, preparing the way for the blade. The digger is shipped with gauge wheel and fender unless ordered without.

The Forecarriage, or double gauge wheel which straddles the row, insures steady running of the Digger. The wheels have an up-and-down as well as an in-and-out adjustment.

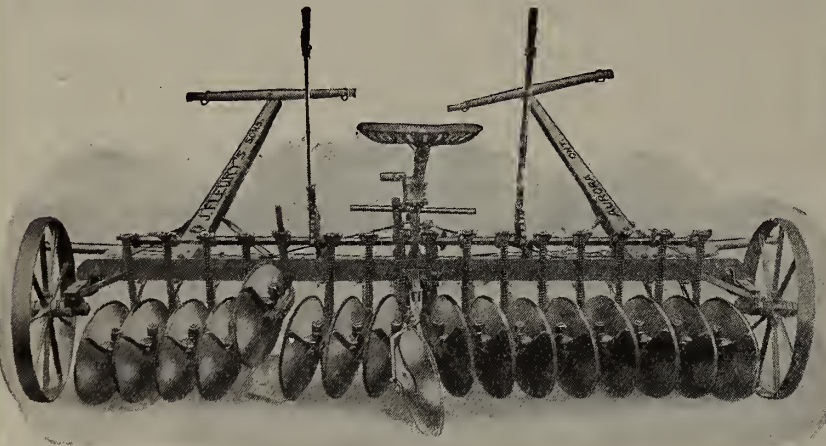
Dowden Potato Harvester



Dowden Potato Digger

THE Digger that works where other diggers fail—the digger that takes every potato out of stiff lands, clay, grass, mud, weeds and stones, as well as clean lands. One enthusiastic owner of a Dowden writes us about its perfect work in grass and weeds four to six feet tall. We have hundreds of such reports on file. Let us show them to you. In some crops the Dowden digger actually pays for its lf in the potatoes it saves. Write for the Dowden Book. It will tell you how this machine is made so strong that a break need never be feared, and so simple that a boy can run it. Drop us a postal to-day. The book will come, so will our catalogue prices and full particulars.

Cyclone Wheel Disc Harrow



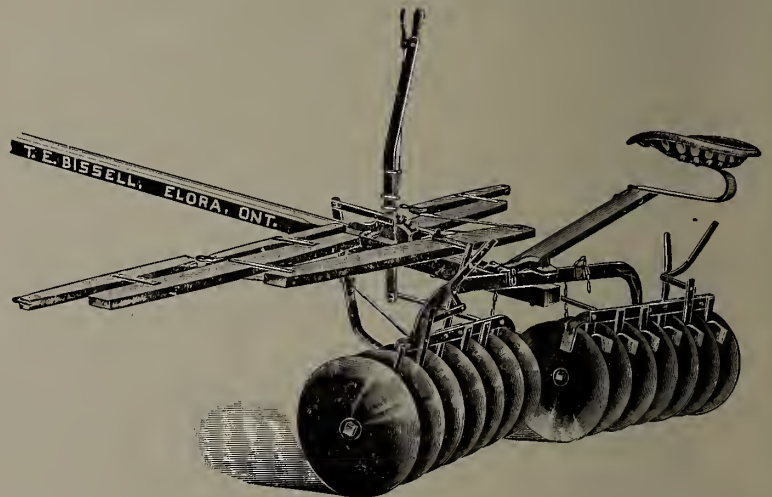
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EASY to move from one field to the other. No danger of dulling discs on hard road. Can be backed or turned anywhere. Each disc is independent and equipped with a pressure spring, the same as a grain drill.

More or less pressure can be applied at the will of the operator. For discing stubble fields, summer fallowing, or plowed land, it has no equal.

Can also be used as a weeder or cultivator, being so constructed that the discs can be set at any depth desired; the space between discs being thoroughly worked and much lighter draft than a cultivator.

Genuine Bissell Disc Harrow



THE Disc that farmers want. **Some good features are—**
Correct Balance—Stays down at its work, does not buckle, bind and hump up in the centre.

Shape of Disc—Cuts, turns and stirs the soil, where others only scrape the ground.

Light of Draft—Forty hard Anti-friction Balls used in every "Bissell" Harrow relieve the horses.

Ease on Horses' Necks—The Hitch is well back, the seat projects at the rear of frame; no weight on necks.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

John Deere Engine Gangs

WERE PULLED BY

10 Medal Winners out of a Possible 13 in the Motor Contest



The American-Abell 28 h.p. Steam Engine (Gold Medal Winner, Class F.) doing a nice piece of work with a John Deere Engine Gang

Winner of Gold Medal (Class B Gasoline Engines) pulled a 4-bottom John Deere Engine Gang
 Winner of Gold Medal (Class C Gasoline Engines) pulled an 8-bottom John Deere Engine Gang
 Winner of Gold Medal (Class D Kerosene Engines) pulled an 8-bottom John Deere Engine Gang
 Winner of Gold Medal (Class F Steam Engines) pulled an 8-bottom John Deere Engine Gang
 Winner of Silver Medal (Class C Gasoline Engines) pulled an 8-bottom John Deere Engine Gang
 Winner of Silver Medal (Class D Kerosene Engines) pulled a 6-bottom John Deere Engine Gang
 Winner of Silver Medal (Class G Steam Engines) pulled an 8-bottom John Deere Engine Gang
 Winner of Bronze Medal (Class C Gasoline Engines) pulled a 6-bottom John Deere Engine Gang
 Winner of Bronze Medal (Class D Kerosene Engines) pulled an 8-bottom John Deere Engine Gang
 Winner of Bronze Medal (Class G Steam Engines) pulled an 8-bottom John Deere Engine Gang

That John Deere Engine Gangs are superior to other makes for traction plowing is backed up by the fact that a number of our plows have been sold as a direct result of the competition. Some of the plows used in the contest were sold before they even left the plowing field.

The Farmers who come to a Motor Contest come to watch Plows as well as Engines.

They saw them at work, and were satisfied with the results—results obtained under the most trying circumstances.

THAT IS WHY THEY BOUGHT JOHN DEERE ENGINE GANGS

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

The Motor Contest and



A John Deere Engine Gang as it was pulled by the Flour City 40 h.p. Kerosene Tractor at the Winnipeg Motor Competition, July 12-22, 1911. The above engine won the Gold Medal in the Kerosene Class

Plowing is the most spectacular as it is the most important part of a motor competition. The competition is such that no plows are entered for medals, neither do they receive any, yet the work of the engine depends in no small degree upon the plow which it pulls. It takes FUEL and water to pull an engine gang, consequently the lighter the draft per plow the less fuel and water it takes per acre plowed.

JOHN DEERE ENGINE GANGS WERE PULLED BY 10 MEDAL WINNERS OUT OF A POSSIBLE 13 IN THE WINNIPEG MOTOR CONTEST. THESE WERE DIVIDED AS FOLLOWS: 4 GOLD MEDALS, 3 SILVER MEDALS AND 3 BRONZE MEDALS.

PRACTICALLY AS MANY JOHN DEERE ENGINE GANGS WERE PULLED IN THE WINNIPEG MOTOR COMPETITION AS ALL OTHER MAKES COMBINED, there being 7 different makes of engine gangs used. There is a reason.

The 1911 contest rules stated that only ONE MAN would be allowed on a plow. Now, in a plowing competition, frequent changes in depth are necessary, but as THE PLOWS ON JOHN DEERE ENGINE GANGS ARE ATTACHED IN

PAIRS, one man was able to handle the largest gang easily and to the complete satisfaction of the engine operator. One of the principal points in the quality of plowing, as judged in the contest, was the finish at the ends, and the arrangement of JOHN DEERE plows in pairs enabled one man to make a perfectly straight headland.

The above are important items in actual field work, saving time and labor, and while it is not necessary to change the depth so frequently as in a contest IT IS NECESSARY TO RAISE THE PLOWS FOR TURNING AND WITH A JOHN DEERE ENGINE GANG ONE MAN CAN DO THIS WITHOUT STOPPING THE ENGINE; besides which fact, the ends of the land are much more regular.

Much of the land at the Winnipeg Motor Contest was covered with thick, tall grass, and it was very noticeable that JOHN DEERE ENGINE GANGS DID NOT CLOG OR CHOKE. THE AVERAGE TIME LOST ON ACCOUNT OF PLOWS WAS VIRTUALLY NOTHING. This was due to the fact that the CURVED BEAMS GAVE AN ABUNDANCE OF THROAT ROOM THROUGH WHICH TRASH COULD EASILY PASS.

FARMERS WANT THE BEST ENGINE GANG---THAT IS A JOHN DEERE

Write us for particulars and Dealers' Terms

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

John Deere Engine Gangs



An eight-bottom 14 inch John Deere Engine Gang as pulled in the Motor Contest by the Gas Traction 30 (Winner of gold medal in Class C. Gasoline Engines).

Time is an all important thing in a motor competition. The saving of a few minutes may mean the winning of first place for the engine. JOHN DEERE ENGINE GANGS ARE TIME SAVERS—another reason why they were in the majority at the WINNIPEG MOTOR COMPETITION. TIME IS MONEY TO THE FARMER IN THE FIELD: that is why JOHN DEERE ENGINE GANGS ARE IN SUCH GENERAL USE AMONG ENGINE OWNERS.

The ADVANTAGES OF THE SCREW CLEVIS on John Deere Engine Gangs were fully brought out in this great test. The purpose of this little device is to give the plows the fine adjustment often needed. It is not necessary to stop the engine to do this: a turn or two with an ordinary wrench while the outfit is working throws the beam point of the plow needing adjustment up or down as required, giving it the best position to get needed results.

Some of the engines entered in the competition did con-

siderable plowing on ground adjoining the plowing field before the real test actually began. It is necessary in a test of this kind that all shares be absolutely sharp, and the double test made demonstrated in the most impressive manner the convenience and time saving qualities of JOHN DEERE QUICK DETACHABLE SHARES. It took but a few minutes to change a share, whereas with the old style of bolted share the task is a long and tedious one.

JOHN DEERE ENGINE GANGS are built for engine work. You can hitch them to any style of tractor close up to the engine and maintain the line of draft.

THE FRAME HAS A BRIDGE-LIKE STEEL CONSTRUCTION, very light in proportion to its strength, and is devoid of all cumbersome and unnecessary castings.

REMEMBER THE FACT THAT PRACTICALLY AS MANY JOHN DEERE ENGINE GANGS WERE USED IN THE RECENT MOTOR COMPETITION AS ALL OTHER MAKES COMBINED.

DEALERS SHOULD SELL THE BEST ENGINE GANG---THAT IS A JOHN DEERE

Write us for beautifully illustrated Plowing Book

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge



The Christening Ceremony.

Launch of the Harvester

The Wisconsin Steel Company now owns a huge lake freighter of its own. Down at the port of Lorain, just outside of Cleveland, not long since was a gay little launching party when the officers and friends of the Wisconsin Steel Company gathered together to start on its way the big 545-foot steel freighter, especially constructed for the Wisconsin Steel Company—one of the subsidiary companies of the International Harvester Company.

The ship was christened the Harvester in honor of the parent company, and will be used to carry coal and iron ore between the company's iron mines in the Mesaba Range and its steel mills at South Deering, Chicago.

The purchase of this ship will free the Wisconsin Steel Company from the uncertainties in regard to its supply of raw material incidental to depending entirely on chartered vessels. It also marks another step in the efforts of the International Harvester Company to combat the increased cost of the raw material which goes into its manufactured product. Owing to the fact that the company now owns its own iron mines, cooking ovens and timber land, it is said that the binder, considering its innumerable parts, its weight and the quality of steel, iron and wood used in its manufacture, is the cheapest machine in the world.

The boat was christened by Miss Marie Smith, daughter of Capt. William Smith of Algonac, Mich., who will command the new vessel. The launching

party came from Cleveland and returned immediately after the launching.

Those in the stand were: Miss Smith, the sponsor; F. R. Gadd, of Chicago, of the Wisconsin Steel Com-

pany, H. F. Hughes of Chicago traffic department of the International Harvester Company; Capt. William Smith, of Algonac; Wallace Tomey, of Cleveland, who will be chief engineer of the new vessel; R. H. Hibbell, of San Francisco; John French, Cleveland, Lloyd's representative; Robert Logan, of Cleveland, marine architect in charge of the boat; Lindsey Wallace, of Cleveland, American Shipbuilding Company, and Mrs. Wallace Tomey and daughter. The Harvester is of the Isherwood system of hold design.

Three Isherwood vessels are now on the lakes. They are the W. P. Palmer, of the Pittsburgh Steamship Company fleet, the Quincy Shaw, of the Hanna fleet, and the boat just launched. So far the Isherwood type of boat has proven its worth both in cost of construction and in the gain made in carrying ability.

These two points are now under comparison by the Pittsburgh Steamship Company, which is operating Palmer and Olcott under similar conditions with a view to determining which

boat will make the most in the course of a season when operated in the same traffic and under practically the same conditions. The opening trips of the two boats were in favor of the Palmer, an Isherwood boat. With three vessels of the same type of construction on the lakes the merits of the old transverse framing method and the Isherwood longitudinal style will probably be fully demonstrated by the end of the present season and future building will probably be governed by the records of these ships.

An Isherwood lake ship has never been in a collision. An ocean built boat has been in such a disaster and marine architects of prominence have made statements that if the transverse type of construction had been followed the damage would have been greater. In ocean traffic it has been stated the Isherwood boat will not break as easily as a transverse framed vessel because the strength of the longitudinal frame lies along the lines where the greatest strain is felt. This is one of the claims

which the inventor sets forth in favor of boats built on the same lines as the steamer Harvester.

The new freighter is 545 feet over all, 525 feet keel, 58 feet beam and 31 feet deep. She has triple-expansion engines with cylinders 23½, 38, and 63 inch diameter by 42 inch stroke. Steam is supplied by two Scotch boilers 15 feet in diameter and 11 feet 6 inches long. The steamer was built at the Lorain yard by the American Shipbuilding Company.

Adding a New Line.

The American Seeding Machine, Co., of Winnipeg, have taken on the Canadian Agency for the line of land packers and rollers manufactured by the Dunham Co., of Berea, Ohio, which concern have been making these implements since 1859. They have since that time progressed to an extent which has given them the reputation of producing the best there is in this line.

M. A. C. Calendar.

The 1911-12 Calendar of Manitoba Agricultural College is now being distributed. It is tastefully printed and fully illustrated with appropriate half tones. A complete syllabus of the courses is given together with many other particulars of the work of the College. Those interested should write to Principal W. J. Black for a copy.

When a duck lays an egg she just waddles off as if nothing had happened. When a hen lays an egg there's a hell of a noise.

Some men will spend half an hour sharpening a knife in order to whittle a stick.

Portable Corrugated Granaries

PROOF AGAINST

Fire, Lightning, Rust, Storms and Vermin

Agents wanted in some sections. Write for particulars.

The Metallic Roofing Co. Ltd., Manufacturers, Winnipeg

HIGHEST HONORS AGAIN

FOR THE
BIG FOUR
"30"



THE BIG FOUR "30" won Gold and Silver Medals in both gasoline and kerosene classes in the World's Motor Competition at Winnipeg in July, excelling its wonderful, record-smashing performance of last year, when it also won the Gold Medal. This year it pulled eight breaker bottoms in tough prairie sod, using two gallons of fuel to the acre, and no water, and making perfect non-stop runs.

This Is the Kind of a Record that Makes Sales

This winning two years consecutively of the highest honors which the world can confer upon a farm tractor gives BIG FOUR "30" dealers an immeasurable advantage over those handling other tractors. The news of the Motor Competition is spread far and wide, and every farmer wants to see the wonderful machine which for two years consecutively has carried off the highest honors.

But it is in actual work in the field that **THE BIG FOUR "30"** has won its highest honors, and is winning new ones every day. The Gas Traction Company was the first and is the largest builder of four-cylinder farm tractors in the world, and high honors won by **THE BIG FOUR "30"** at Winnipeg are merely the highest official recognition of superiority long since demonstrated in actual work in the field, all over the United States and Canada.

Write today and secure the agency for this wonderful farm tractor in your territory. The Big Four "30" sales plan is as remarkable as The Big Four "30" itself.

GAS TRACTION Co.

First and Largest Builder in the World of Four-Cylinder Farm Tractors
Market and Princess Sts., Winnipeg, Man.

Factory, Elmwood.

Genl. Office and Factory: Minneapolis, Minn., U.S.A.

**THE BIG
FOUR "30"**
Is Sold
On Approval
We Take the Risk
CAN YOU
Imagine an Easier
Selling
Proposition ?



This Trade Mark on
a Traction Engine
is a Guarantee of
Satisfaction.
Or No Pay.

Calgary.

A. W. Trickey, Calgary Manager of the Massey-Harris Co., has spent the past few weeks visiting all the agencies in his territory.

J. A. Latimer, Calgary Manager of the Cockshutt Plow Co., called on a number of his local agents throughout central Alberta early in August.

J. H. Thomson, who for some years has had charge of the Canadian Port Huron's business here has retired from that position and left Calgary.

W. E. Hall of the Cockshutt Plow Co., spent a week at the Edmonton branch recently.

F. T. Wright, one of the best known implement travellers in Alberta, having had charge of the business of the Canadian Moline Plow Co., for the past four years, has decided to retire and enter the real estate business with another well known old time implement traveller. Mr. H. H. Rogger. Their head office will be at Calgary, although they are also very largely interested in Medicine Hat. Mr. W. S. Johnson, of Omaha, Neb., will succeed Mr. Wright as Alberta Manager for the Canadian Moline Plow Co. the later retiring on Aug 20th.

The John Deere Plow Co. have torn down the frame buildings on the property next their present warehouse on which they intend building a fine large addition to

their present premises. Excavating for the basement is about completed and the work will be rushed as fast as possible. The addition will cost about \$50,000.00 and will give the company about treble their present space. The building when completed will be a splendid one—and a credit to both the company and the city.

The Manitoba Wind Engine & Pump Co., of Brandon, have decided to erect a fine new warehouse in Calgary to take care of their Alberta trade and are arranging with the city for a site in the west end in the wholesale row.

A large number of Alberta Implement men were at Winnipeg for the exhibition. Among the Calgary contingent being: J. A. Brookbank and J. Slack of International Harvester Company; J. A. Latimer of Cockshutt Plow Company; F. T. Wright, of Canadian Moline Plow Co.; and several members of the Ontario Wind Engine and Pump Company.

Crop conditions throughout Alberta are in a singularly or peculiarly contradictory condition. The grain in every section has done splendidly and is without a doubt the best all round standing crop ever seen in the Province. On the other hand however is the fact that it is very much later than usual owing undoubtedly to the continuous wet and cool weather. The weather has not been hot or dry all over the territory for six days continu-

ously since the season opened—with the result that the growth has been magnificent, but the maturing process extremely backward. To such an extent is this the case that some apprehension is felt, lest the early frosts should catch the grain before much is harvested. It now all depends on the weather. With continuous hot fine weather and no early frosts the record crop of Alberta's history is assured. While there have been scattered hail storms in different sections of the province which have been serious in their results to those immediately affected—it is felt that the entire area of hailed crops is very much less than in former years—this also, no doubt being due to the cooler, wetter season.

Butler Combination Steel Bin

The Butler Mfg. Co., of Kansas City, Mo., and Minneapolis, Minn., have decided to place their steel grain Bin on the Canadian market. They are the pioneers in this line in the United States and have recently offered through progressive dealers, exclusively, a sectional steel granary that is exceedingly simple and easy to set up.

These are handled by only one dealer in a town and every possible co-operation is given in making sales.

All through the Northwest hundreds of farmers have found the Butler bins unusually satisfactory and the company is prepared to furnish literature that will convince the dealer's customers of the splendid value and decided advantages of the Butler Combination Steel Granary. It is offered in three regular sizes for Canadian dealers, 750, 1000 and 1500 bushels. Shipments can be made very promptly as the company has a good stock on hand and is splendidly equipped to take care of a larger volume of business for Western Canada.

Our readers will do well to get in touch with the Butler people at an early date.

Selling Implements.

If you want to be a successful implement dealer, have samples of your machinery set up on the floor and on the platform—if you have one. See that each machine is well oiled, clean and bright, and ready for an immediate demonstration of the working parts. Customers do not like waiting while you dig out parts of an implement from the dark corners of your warehouse; have everything in sight and readily accessible. Nothing is worse than an overcrowded floor where one has to clamber over gang plows to inspect a buggy, for example.

Remember the wonderful power of suggestion; have your arguments at the tip of your tongue; be

ready to demonstrate the superiority of your line on the instant. If your customer has evidently no use for a certain machine do not pester him to buy but turn to another implement and endeavor to create interest in that. The number of sales which can be made in this way will make a great difference in the year's business. But you have to be more than a mere order taker to sell goods in this manner. It takes enthusiasm, determination and hustle to be a real business getter, and a thorough knowledge of the goods is essential.

Aspinwall Annual Meeting.

The annual meeting of the stockholders of the Aspinwall Manufacturing Company was held at the company's offices in Jackson, Michigan, Tuesday, August 8th, when the election of the Board of Directors was held. The Directors in a subsequent meeting elected the following officers for the ensuing year; president, L. A. Aspinwall; vice president and manager, C. G. Rowley; treasurer, G. N. Whitney; secretary, J. A. Parkinson, Jr. The company has enjoyed a successful year in all respects and prospects for 1912 are exceedingly bright.

Bain Company to Extend.

The Bain Wagon Company, which is probably the largest industry of its kind in Canada, will extend its building and plant. Plans are now being drawn for these extensions which will consist of a building four storeys high, to be built to the north of the present factory, 125 x 50 feet. When this building is completed it will mean an increase of from 50 to 75 hands, which with the number on the payroll at the present time will make a total in the neighborhood of 400 hands. This is the largest in the history of the institution. The Massey-Harris Company control the out-put of this company.

Dry Farming Premium List.

We are in receipt of the advance premium list issued by the International Dry Farming Congress to be held at Colorado Springs, October 16-21, 1911.

Premiums and trophies amounting in value to \$5,000 will be awarded, the grand sweep-stake prize being a trophy in the form of a cup worth \$250. Space has been reserved by Alberta and Saskatchewan, which provinces made an excellent showing last year, and many other regions of limited rainfall will be represented.

Information as to rules for exhibitors, etc., will be furnished by John T. Burns, Sec. Dry Farming Congress, Box 1098, Colorado Springs, Col.

Townsley Lightning Arrester System

WE ARE here to stay and after business harder than ever.

For the coming season we will have an additional grade of copper cable which we can sell at a greatly reduced price. Our agents will thus be in a position to meet any competition.

Get in line now, this is a money-maker for you.

**Canadian Lightning Arrester
and Electric Co., Ltd.**

199 Main St.

Winnipeg, Man.

ARMSTRONG CARRIAGES.

Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.

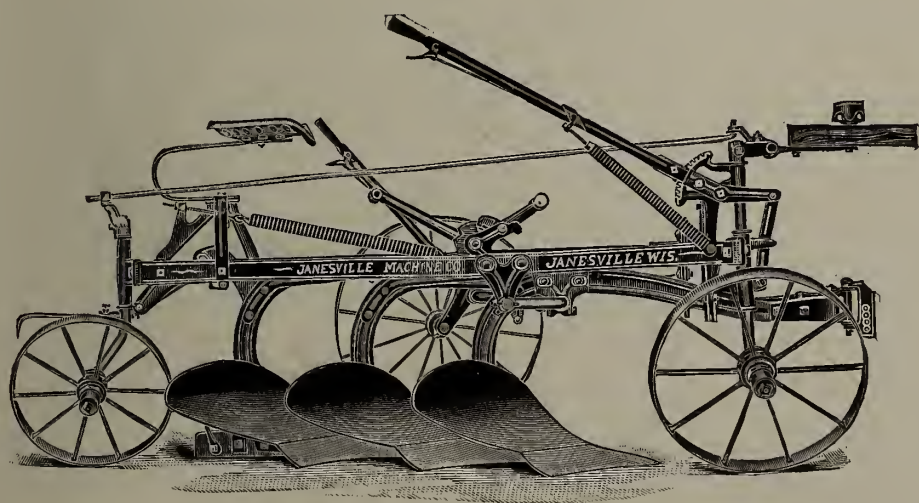


The J. B. Armstrong Mfg. Co., Ltd., Guelph, Canada.

Western Office

Winnipeg, Man.

Janesville Riding Plows



¶ Are specially constructed for the needs of the Western Canadian farmer.

¶ This is not simply a printed statement, but an investigation will convince any one it is a fact.

¶ Some of the **special features** we have given attention to are :

First—Strength and Rigidity so as to stand the hard knocks of a new country.

Second—The way we attach our beams in the frame; you drop the plow bottom point first when lowering and bring it up point first when raising. This enables you to plow in very hard ground.

There are many other features we would like to tell you about but you must see sample plows to fully understand the value of these improvements.

We will exhibit our line of plows at the following Provincial Fairs: Regina, Saskatoon and Edmonton. Please call and let us show you what we have.

Manufactured by

The Janesville Machine Co., Janesville, Wis.

Canadian Sales Agents:

American Seeding Machine Co., Winnipeg, Man.
(Incorporated)

Brandon Inter-Provincial Fair

The 1911 Show was a Great Success.—Enthusiastic Crowds Admired Notable Exhibits.

It has become a common-place to describe Brandon Fair as a "great success", nevertheless, at the risk of repetition we must say that this year's show had all the others faded off the calendar. There is not the least doubt that a great deal of the credit for this is due to the energy and enthusiasm of Manager W. I. Smale.

Fine weather favored the crowds in attendance, and the keenest enthusiasm was shown in the varied exhibits.

As is usual, the live stock were a prominent feature of the Fair, and the heavy draught horses annually to be seen here have given Brandon quite a continental reputation among breeders. Between 450 and 500 horses were on the ground for show purposes and it would have been indeed hard to pick out a poor one.

One feature of Brandon's Fair which compares favorably with many others is the way in which the grounds are laid out. There is an orderly arrangement and a lack of confusion which is most gratifying to the stranger within her gates.

We would suggest that better sanitary accommodation and a more adequate supply of good drinking water be provided at the fair. These two improvements and the elimination of the gambling element would, we believe, make the Inter-Provincial as near an ideal Fair as any in the Dominion.

Cattle, swine, etc., proved to be very high in quality and attracted much attention from the visitors, and the poultry classes were especially well filled.

Amusement features left little to be desired.

The attractions before the grand stand were furnished by the Parker Shows. A feature of the evening of the 26th was a stock parade in which the display of fine horses was something to be remembered. The four six horse teams were of unusual merit as were also the stallion classes.

The racing programme drew tremendous throngs to the grand stand.

The horticultural exhibition of flowers, fruit, grain and vegetables by the Brandon Parks Board, the Experimental Farm, and the Dominion Forestry exhibits were of a very high character, and drew much praise from visitors.

A noteworthy fact which those from a distance highly appreciated was the excellent refreshment service provided by the Hospital Aid Society, in their own building, which has ample accommodation and facilities for giving prompt attention to visitors.

Agricultural implements and machinery naturally formed a

prominent feature of the show. Threshing machinery was very strongly represented as also were steam, gasoline and kerosene tractors, in addition to which stationary gasoline engines of every conceivable style and power were to be seen. Many other miscellaneous exhibits of interest to the implement dealer were displayed, and following will be found a brief summary of the more important of these.

TRACTORS, THRESHING MACHINERY, GASOLINE ENGINES, ETC.

Commencing at the east end of the threshing machinery line the American Abell Engine & Thresher Co., was the first exhibit encountered. This consisted of one 26 h. p. simple steam plowing engine, a 20 h. p. Universal Farm Motor and a Toronto Combination separator, 36 x 60.

The Waterloo Mfg. Co., of Portage la Prairie, showed a 25 h. p. simple traction engine running a 36 x 56 Manitoba Champion Separator and a 16 h. p. engine operating a 28 x 42 separator of similar make. A 22 h. p. 4 cylinder gasoline engine was also on view.

Crane & Ordway Co. exhibited in their tent five of their gasoline engines varying in size from 2½ to 6 h. p.

The following Geiser oil tractors were shown by the Burrigge-Cooper Co., of Winnipeg, one 4 cylinder 50 brake h. p., one 4 cylinder 40 brake h. p., and one single cylinder 22 brake h. p., a 6 h. p. stationary horizontal Gade air cooled engine, a 3 h. p. of the same make, and a 33 x 50 Geiser sieveless separator with full attachments completed this display.

Goold, Shapley & Muir, of Winnipeg, had two 45 brake h. p. gasoline tractors, 28 h. p. portable, 3, 6, and 8 h. p. horizontal stationary, also 2½ and 1½ h. p. upright gasoline engines. Steel batch concrete mixers and an assortment of Maple Leaf Grain Grinders, wood saws and iron pumps completed their display.

The Hart-Parr Co., of Portage la Prairie, showed one double cylinder 45 brake h. p. kerosene tractor, a 30 brake h. p. double cylinder kerosene engine, mounted on a three wheel spring truck, and a 30 h. p. engine operating a Geo. White & Sons New Challenge Separator.

The Robt. Bell Engine and Thresher Co., of Winnipeg, had on exhibit a 22 h. p. simple and a 30 h.p. plowing engine rear mounted. Two "Imperial" separators 28 x 42 and 36 x 60, both with full attachments were also shown.

Haug Bros. & Nellerroe, of Winnipeg, Canadian jobbers of Avery machinery, displayed a 30

h.p. undermounted Alberta Special plowing engine operating a Yellow Fellow separator 42 x 64, and one of their Avery gasoline tractors. An Avery dump wagon and full line of threshers' accessories completed this exhibit.

Geo. White & Sons, of London, Ont., had two 25 h.p. simple steam traction engines, one 30 h.p. gasoline engine, 2½ h.p. horizontal stationary, and a 3½ h. p. vertical manufactured by the Canadian American Gas Engine Co., of Dunnville, Ont. Five separators, two 30 x 60, one 30 x 52, one 40 x 66 and a 26 x 44, completed their display.

The Canadian Stover Gas & Gasoline Engine Co. showed one 30 h. p. portable, three 30 h. p. tractors, one 10 h.p. portable and 8 h.p. hopper cooled. Stover hopper cooled engines of the following sizes, 8 h.p., 6 h.p., two 4 h.p. and a 1 h.p., one 8 h.p. and one 6 h.p., three 2 h.p. vertical engines. In addition to this they had a very neat display of grinder plates, saws, batteries and engine sundries.

The International Harvester Co. had a very complete display consisting of a 45 h.p. air cooled tractor, two 25 h. p. gasoline tractors, 15 h. p., 20 h. p., and 25 h. p. portable engines, a full line of hopper cooled stationary engines, from 1 h. p. to 8 h. p., two Goodison separators, 32 x 50 and 36 x 60, two Aultman Taylor separators, 27 x 42 and 32 x 50. A 5 and 10 furrow P. & O. engine plow, full line of wheel plows, and a full line of Oliver Plows.

Vessot grinders in various sizes, Corn King and Clover Leaf manure spreaders, Steel King, Hamilton, Chatham, Petrolia, Old Dominion, and Bettendorff wagons; full line of farm tractors, and I. H. C. auto wagon. In the main building they had a display of McCormick and Deering twine; Sisal, Manilla and Standard, spun and unspun.

Nichols Shepard Co., of Battle Creek, Mich., and Winnipeg, displayed two double cylinder steam plowing and threshing engines of 20 and 30 h. p., and two Red River Special separators, 40 x 60 and 32 x 52.

The Gaar-Scott Co., of Richmond, Ind., and Winnipeg, had a large display of engines including four steam engines; a 16 h. p., a 25 h.p. simple, a 32 h.p. twin tandem compound with special extension rims for plowing, and one Gaar-Scott four cylinder 80 brake h.p. gasoline tractor. Three separators 28 x 40, 36 x 60 and 40 x 64 were also on view.

The Canadian Fairbanks Co., of Winnipeg, exhibited the following gasoline engines: one 25 h.p.

two 25 h.p. portable, two 8 h.p. horizontal, three 6 h.p. horizontal, a 2 and 4 h.p. vertical, and a 2½ vertical operating a combination woodworking machine. A line of platform scales completed this display.

The M. Rumely Co., of Winnipeg and Regina, Sask., exhibited a 30 h.p. Oil Pull tractor driving a 40 x 64 separator, a 20 h.p. double cylinder operating a 28 x 44, both with full attachments and a 15 h.p. Oil Pull.

The Sawyer-Massey Co., of Winnipeg, showed a 27 h.p. S-M tractor coupled up with a 36 x 60 Great West separator with full attachments; namely, Woods feeder, Perfection elevator and S-M blower. A 22 h.p. S-M engine operating a 32 x 50 Daisy separator with same attachments was on view. British Colonial (Marshall) 4 cylinder 70 brake h.p. gasoline tractor, a S-M 4 cylinder gasoline tractor, 25 nominal or 50 brake h. p. Threshers' accessories and a Sawyer-Massey stook loader completed this large display.

Exhibited by the Massey-Harris Co., were five Olds Gasoline Engines, sizes ¼ h.p., 1½ h.p., two 6 h.p.; and, one 8 h.p., one 6 furrow engine gang, one double sulky Great West gang and single sulky plow.

The Manitoba Windmill & Pump Co., of Brandon, displayed in their building six pumping engines, one operating a pump and another a power fanning mill. they had the following Manitoba gasoline engines: two vertical, 4 h.p. and 7 h.p., five horizontal engines, two 5½ h.p., a 7½ h.p. and two 10 h.p., a 25 h.p. Manitoba Threshing engine, iron pumps, steel frame wood saws, grinders, pump jacks and so-forth made up their exhibit.

MISCELLANEOUS.

A hand and power improved grain cleaner was exhibited by Wm. Atwell.

The Kramer Co., of Paxton, Ill., and Winnipeg, had their rotary harrow plow attachments on exhibit in their own tent.

Beatty Bros., of Fergus, Ont., and Brandon, had on display in their tent litter carriers, hay track with fork and slings, a complete steel stall and an improved adjustable manger.

John Inglis, of Brandon, had a line of American Seeding machine goods on display, including Kentucky, Superior and Hoosier grain drills. Superior wheel disc harrows, Janesville two and three furrow gangs, sulky plows and three horse eveners, Crop Maker fanning mills, etc., completed this display, which was under canvas.

W. H. Emerson & Sons, of De-

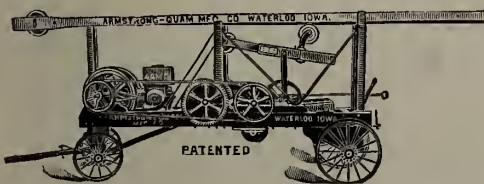
(Continued on Page 38)

Money-Making Lines For Live Agents



You want to make more money. Don't you? Our Lines insure the most dependable and up-to-date Farm Machinery at Right Prices.

We give you full protection in your territory and our hearty co-operation. A post card will bring someone who can arrange the matter with you. Mail it to-day.



Canadian
Airmotors

"Flour City"
Traction Gasoline
Engines

(Carried TWO GOLD MEDALS out of a possible three at Winnipeg Contest)

Stickney
Stationary and
Portable
Gasoline Engines

Well Drilling and Boring Machinery

Aylmer Standard and Farmers' Truck Scales

Aylmer and Toronto Pumps—Double and Single Acting
WOOD OR IRON

Village Fire Engines

Eagle Steel Lawn Swings

Stock Watering Troughs, Basins and Tanks

Galvanized Steel Flag Staffs

GET OUR CATALOGUES

Ontario Wind Engine & Pump Co. Ltd.

WINNIPEG

TORONTO

CALGARY



A TRACTOR FOR BIG FARMS

No doubt you sell to farmers who cultivate large tracts. There's good profit in handling a Hart-Parr Tractor. It makes friends for your business. It holds customers. Complaints are few and far between. No matter where we send them—to Argentina, to Dakota, to Canada, to the Philippines, they fight their own battles because so well constructed, so severely tested, so thoroughly examined before leaving our hands.

The 45 B. H. P. Tractor

equals pulling power of 22 to 25 horses; the 30 B. H. P. Tractor does the work of 15 to 18 horses.

The farmer can plow, harrow, drill, harvest, thresh, haul wagon trains; grade roads, run any kind of mill. He can earn good money working for neighbors.

Our Liberal Agents Proposition—Write for it. We will send catalog and complete details.

HART-PARR COMPANY

36 Main St, Portage La Prairie, Manitoba
or Saskatoon, Saskatchewan.

104



Harness, Carriages, Etc.

OUR travellers are now on the road with a complete range of Harness Samples, and are prepared to offer you some attractive propositions for your spring and and fall placing.

It will be to your interest to see them before placing your orders for either harness or carriages. We want an opportunity of submitting our samples to new dealers as well as our regular customers and if you are not already on our list of patrons a postal card will bring a representative to you with samples.

Yours Sincerely,

Heney Carriage & Harness Co.

LIMITED

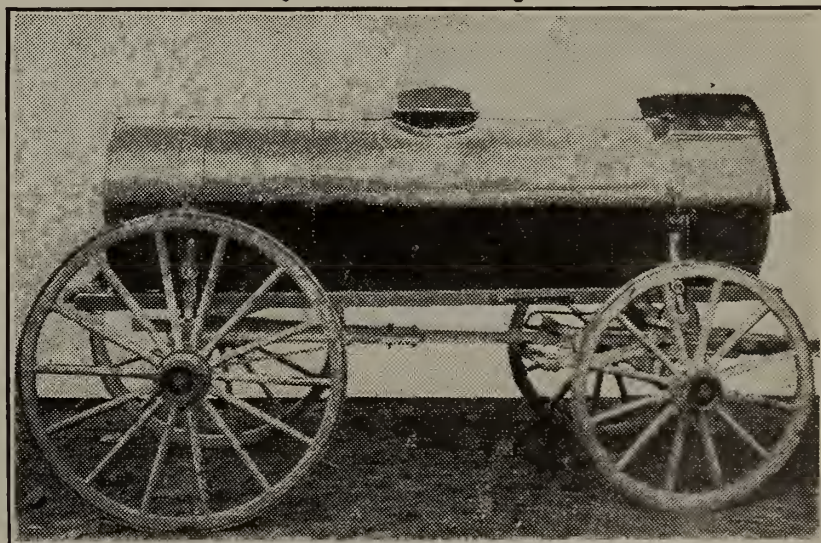
Montreal, P.Q.

Winnipeg, Man.

WESTERN STANDARD

Steel Storage and Wagon

Tanks, for Water, Oil and Gasoline



Western Standard Oil and Gasoline Wagon/Tank—Style B

Steel Tanks are a specialty with us. Our prices are right, and our discounts the most attractive ever offered on this line. If in the city come and see us or drop a card for Dealers' prices and Discounts.

RED RIVER METAL CO.

51-53 Aikins Street, Winnipeg

Brandon Interprovincial Fair

(Continued from page 32.)

troit, Mich., had a display of their grain separators, a hand and power machine being shown.

The Stewart Sheaf Loader Co., of Winnipeg, had a stook and sheaf loader on exhibit.

Belden Machine Co., of Winnipeg, exhibited one of their Cameron Grain Elevators fitted with a 2 1/4 h.p. gasoline engine.

The Riesberry Pump Co., of Brandon, had a battery of wood and iron pumps, also a clothes reel on display.

The Gray-Campbell Co., of Moose Jaw, Sask., had a small building in which they displayed their fanning mills with and without bagger, Pitless, Truck, Standard scales and a Famous kitchen cabinet.

W. M. English had on exhibit a French power seed cleaner.

Canadian Swensons, of Lindsay, Ont., had a steel cable stump puller and grubbing machine, also a Glide road scraper on exhibit.

The Dominion Specialty Co., of Winnipeg, had on exhibit in their own tent a new automatic grain pickler.

Campbell & McComb had a display of Standard Wire Fence gates on exhibition.

The Safe Lock Fence Co., had gates and woven wire on display.

DAIRY SECTION.

The dairy building was well worthy of a visit. Standing in a cool, shady place, among the trees, it formed a pleasant retreat from the glare of the sun. Butter was a larger exhibit than last year and highly creditable. While in the creamery classes many of the same exhibitors were here who showed at Winnipeg, in the dairy butter the exhibit was largely local and goes to prove that Brandon and the districts tributary to it are turning their attention to butter-making with marked success.

CREAM SEPARATORS.

The first exhibit in the Dairy building was that of the De Laval Separator Co., who had four of their machines varying in capacity from 350 to 700 pounds per hour.

The Sharples Separator Co. had five machines on display varying from 300 to 600 pounds per hour.

R. A. Lister had three of their Premiers varying from 350 up to 500 pounds per hour. This concern had also another exhibit of Melotte Cream Separators consisting of 4 machines of capacity from 400 to 750 pounds per hour.

The I. H. C. had half a dozen Dairy Maid and Blue Bell cream separators on exhibit, varying in capacity from 350 to 800 pounds per hour.

The National Mfg. Co., had six machines on exhibit varying in capacity from 350 to 800 pounds per hour.

Five separators were on show by the Petrie Mfg. Co., these varied in size from 400 to 500 pounds per hour.

Implement Men as Benefactors

It has so long been the custom of those in the implement business — from the manufacturer down to the smallest retailer in a new boom town—to give liberal terms and ample credit to the needy settler, that it is now looked upon as almost a matter of course that farm machinery can be purchased on time. This fact has led to a certain amount of abuse of the privilege of credit, and the fact has been lost sight of that those who are providing machinery to cultivate our prairies are in reality the greatest benefactors of the West. We believe the Saskatchewan Farmer strikes a true note and states undeniable facts in the following article which is presented "lest we forget:"

What our railway corporations have done and are doing is kept continually before the public by the press of Canada. No one will deny the fact that without railways our prairie provinces would still be unoccupied. We all know, however, that railway companies have been assisted to an enormous extent by cash grants, by land grants, by guarantee of bonds, and by freedom from taxation on property. Everybody knows also that for everything that a railway company or its affiliated branches, such as express companies and telegraph companies, does, we have to pay cash down, in fact, before the service is given. This applies to passenger traffic, and in all other charges, "cash on delivery" is the order of the day. For railway service there is practically no bad debts. It is well known also that the railway charges for any and all kinds of service are remunerative.

It would seem from articles on freight rates that farmers, yes, all citizens in the West, have been hypnotised for years—paying excessive freight rates. Perhaps in years to come railway companies may not receive the plaudits of the general public, the press and politicians, that they are the greatest philanthropists on earth in developing Western Canada.

Banks have also come in for a liberal share of "after dinner congratulations" on the great benefit they are to new towns and "struggling communities." But who ever heard of a bank manager doing business with any customer without having good security, ample collaterals? He would not long be a manager if he did.

Now, come to the machine men — the agricultural implement men, and their agents and dealers in all parts of the West, far in advance of railways and banks.

We are accustomed to hear so much said in condemning "implement firms" for high prices,

great profits and robbing farmers that for a farm journal to say a word in favor of implement agents and implement manufacturers, may appear an unwise policy on our part. We are only going to refer to what we know, and allow others to draw their own conclusions.

In the early settlement of Manitoba — 1879 to 1886, when the province had no railways, or only from Emerson to Winnipeg, and the C.P.R. main line, agricultural implement agencies were scattered all over Manitoba, wherever settlers were located. Many a new settler had barely the \$10 cash to pay the entry fee for his homestead. With his entry receipt for 160 acres in his pocket, many a new settler purchased a wagon, a plow and harrows—all on time—from an implement agent. The settler's bank account was "that piece of paper" costing \$10, and an honest face, with the determination of making a home for himself. Yes, he gave his note for what he bought and in many cases 12 per cent. interest per annum was charged. But what of that? It was giving him a chance to make good. Do banks give such chances? Do railway companies give such chances? It is not necessary to follow the history of such chances. Ninety-five out of one hundred such deals were lived up to by those new settlers. They made good. Here are remarkable instances of such deals:

In 1883 a number of farmers in the Prince Albert district wanted binders and other farm implements. Some of them were poor. They appealed to L. M. Jones, the manager of A. Harris Son & Co. with headquarters at Winnipeg (now Senator Jones, president of the Massey-Harris Co.) The deal was made, and the implements — 15 binders, besides wagons, mowers, rakes, etc.—almost a Red River boat load, were shipped by way of Lake Winnipeg to the mouth of the Saskatchewan River, portaged over the Grand Rapids, through Cedar Lake and then, a fight against the river current, portaged over rapids, past "The Pas," westward, ever westward to Prince Albert. These binders did their work for many years. They simply had to in order to keep up the reputation of the firm that had so much faith in their machines as to send them on such a long journey. Perhaps some one will say that "the company was well paid for their machinery in cash." But not so. It was settled for chiefly by notes. By the efflux of time some of these notes were practically outlawed. That made no difference, however. They were

debts. The purchasers prospered in after years, and paid the notes. The last one was paid this spring with profuse thanks for the favorable treatment received during the time of want.

In that year (1883) implements were also teamed in Red River carts from Qu'Appelle to Prince Albert, and in 1884, the same firm made a large shipment to Edmonton. The goods went to Calgary by C.P.R. and were teamed from Calgary to Edmonton. 17 binders were in this lot besides wagons, mowers and rakes. The present manager spent two months looking after this consignment, and putting up the binders. It is doubtful if he received enough cash to pay expenses, for money was scarce in the West in those years. Our contention is that the implement companies of the early days did more of the pioneer work for Western Canada than any other institution in existence.

For thirty years this has been going on. Of course, the territory has been changing. Manitoba farmers to-day have bank accounts and are in many instances not dependent on agricultural implement companies. How is it in Saskatchewan and Alberta, where as many new settlers homestead in one year as homesteaded in Manitoba in ten years? Some of them have money to pay for everything spot cash, but a great many are financially like the first settlers in Manitoba. Railway companies do not help them. Agricultural implement firms do give them a helping hand. No other corporation or association of business interests had such faith in the future of Western Canada and its possible development as well as in the honesty and integrity of the individuals who make up our farming communities, as have had our agricultural implement companies. We already hear that Manitoba, Saskatchewan and Alberta are this year likely to raise 200,000,000 bushels of wheat, besides other grains. Farmers are doing the work. One of the great factors that has enabled farmers so to do, is our agricultural implement companies. It is well to remember these things, and give credit where credit is due.

Farmers as a rule are not unmindful of past favors.

Dowagiac Drills & Seeders Are the Leaders

REASONS WHY

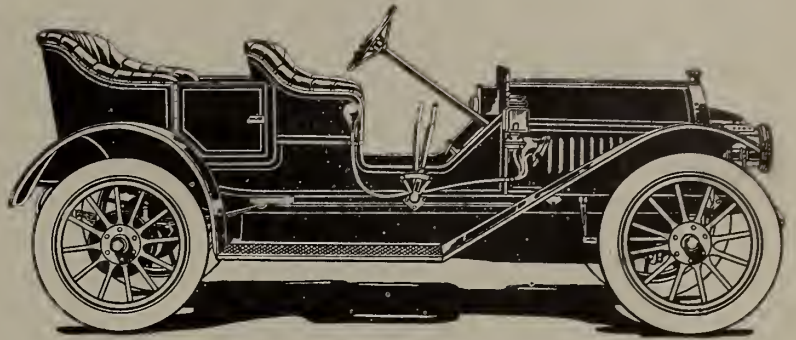
ASK US NOW DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH. YOU SHOULD KNOW

Have You Bought Your Auto?

NOW is the time to put in a demonstrator.

Convince yourself that the Warren is a Real Auto and it will be easy to convince

your prospective customer that the Warren is the Auto he wants. The Warren wins in all contests.



Write us for terms and prices, we can make immediate delivery.

American-Abell Engine and Thresher Co., Limited

Regina, Sask.; Saskatoon, Sask.; Calgary, Alta.; Edmonton, Alta.

Head Office and Factory: Toronto, Ont. Western Selling Headquarters, Winnipeg, Man.

AVERY SCORES HIGHEST

AT the recent Winnipeg Agricultural Motor Contest an Avery Undermounted scored **444.4** out of a possible 500, winning the gold medal.



Considering that the world's foremost manufacturers of tractors were competing for honors at this Contest, the above result is conclusive. Note that out of a possible 100 points for Design and Construction Avery was awarded 93.5. This tells its own tale, taken with our high standing in all other sections of the Contest.

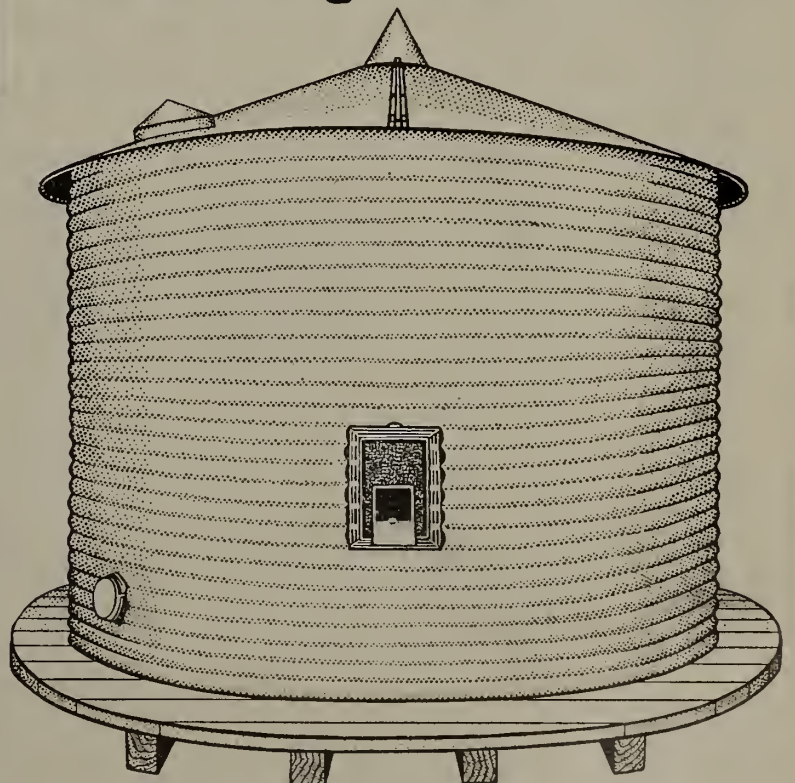
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Transfer Warehouses at Regina and Calgary.

Portable Corrugated Iron Granaries



850 and 1050 bushels capacity

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co. Ltd.

Manufacturers of Corrugated Iron, Shingles, Siding, etc.

WINNIPEG, MAN.

Welcome to Massey-Harris President.

Sir Lyman Melvin Jones, president and general manager of the Massey-Harris Company, was given an enthusiastic reception by the nearly three thousand workmen of the firm when he appeared at the Toronto factory July 13, on his return from Britain, where the honor of Knighthood was conferred on him by his Majesty King George.

When the word went round that Sir Lyman was in the office the workmen gathered from all the departments in the big courtyard of the works and began cheering. Superintendent Kennedy was called for and asked to convey, on behalf of the workmen, their congratulations to Sir Lyman on the honor conferred on him by his Majesty.

Superintendent Kennedy, referring to the honor, said the earning of Knighthood by their President was a sample of what Canadians could do, for he had

risen from the ranks to the position which he now occupied. His worth as a captain of industry had been recognized by his Majesty, King George, but nowhere was Sir Lyman more loved and honored than among the employees of the establishment.

Sir Lyman replied in appreciative terms, and went on to give a brief description of the Coronation ceremonies.

Winnipeg Power Plant.

Announcement was made during July that the big Winnipeg municipal power plant will be put in operation August 15. This plant has been constructed at a cost of over \$4,000,000, and will furnish an ample supply of power and light for industrial, commercial and domestic purposes. As the Electric Street Railway Company has given out its intention of making low prices for power and light, too, this city will be an extremely attractive place for manufacturers and users of power who desire to locate near to a market for their goods.

Explored Hudson Bay Route.

The Forestry Branch of the Department of the Interior sent a party out during the summer

of 1910 over the route of the Hudson Bay Railway. The main object in view was the estimation of the timber supplies of this region, and the report of J. R. Dickson, assistant inspector of Forest Reserves, has just been published. Mr. Dickson was head of the party, which consisted of nine. They started at the Pas, and explored the country round Mitishto Lake, Mitishto River, the Grass River system (including Wekusko Lake and other lake expansions) Pakwa (or Pabwahigan) lake, Setting and Split lakes, and the Nelson River system, including Cross, Sipiwes, Wintering and Landing lakes. On their return journey the party came by way of the Minago or Pine River. The total distance covered, following the route of the proposed line, was about 235 miles.

At intervals of three to six miles along the route lines were run by compass at right angles to the route of travel. Each forester worked alone and covered on the average four to six miles per day.

The total number of ties available in the district traversed is estimated at 360,000; these, at 3,000 to the mile, would be sufficient for about 120 miles of road. The saw-timber totals about nine and a half million feet measure. Dead tamarack and the largest of the close grained black spruce could be used for pile timber. There is an immense supply of fuelwood and pulpwood, but a good deal of the young timber is too small, as yet, even for pulpwood.

Spruce is practically the only timber large enough for ties and saw-timber. Poplar, birch and jack pine are found in quantity, but are invariably too short, spindly, limby and crooked for any use save fuel and pulpwood. Scarcely any live tamarack is found; the party did not meet with two hundred green tamarack over ten inches in diameter

during the whole of the summer.

The chief reason for the comparatively small supply of timber is the fact that fires have so often run over it. The greatest of these occurred, respectively, eighty and forty years ago, and few parts of the region explored escaped these. In many places, indeed, the fires evidently leaped over lakes a mile in width. Even the coming of the snow, which in most places puts an end to even the largest forest fire, does not always quench the fires, and they will live all winter in the dry moss and break out again the next spring.

The attacks of insects have also caused much loss of timber in the region. Bark beetles are the greatest offenders. They have killed nearly all the tamarack and are now at work on the larger spruce. They attack live trees, which, having been weakened or killed, are thrown by the wind. A bad tangle of trunks, branches and other debris results, and finally a lightning flash sets fire to it, and the fire, if not checked by some fortunate circumstance, may run over miles of country.

PREVENTION OF FIRES.

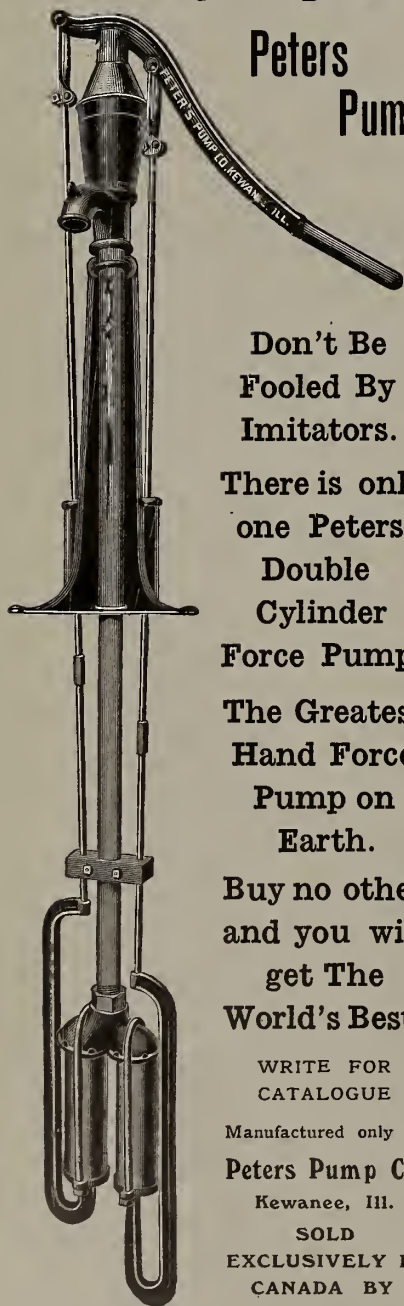
The prevention of fire in this district is a problem of the greatest difficulty. Throughout the region there are practically no inhabitants, and the area is of such vast extent that if a fire once starts the chances of stopping it, even with a good patrol system, would be far from bright. Indians in this region seem much more careful with fire than white men.

Some attention was paid by the foresters to the calculation of the rate of growth of the different trees.

This was found to be slow, chiefly on account of the cold, wet soil, which results from lack of drainage throughout the region. From Moose lake to Split lake — a distance of 200 miles — the drop is but 340 feet, or an average of 20 inches to the mile. Of this 340 feet of fall, almost one-half is included

The Only Original

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There is only one Peters Double Cylinder Force Pump.

The Greatest Hand Force Pump on Earth.

Buy no other and you will get The World's Best.

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BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S

Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co. WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

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GRAND TRUNK RAILWAY SYSTEM

Summer Vacation Tours

Via

Lakes or Chicago

OPTIONAL ROUTINGS. — Side-Trips. Stop-over privileges.

See Niagara Falls

Agency for all Ocean and Lake Lines — COOK'S TOURS —

Full particulars from

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in three escarpments, which produce cataracts on the rivers flowing into the Hudson Bay. The general level character of the country results in the formation of vast muskegs.

In one hundred years white spruce reaches a diameter of eight to twelve inches and black spruce of four to five inches.

There is probably enough timber to build the rough construction work of the Hudson Bay Railway.

The topography, soil vegetation and climate of the country are briefly referred to, also the resources of the country in regard to agriculture, minerals, fish, game and fur animals.

For Better Crops

The International Harvester Co. have issued a useful little book of 159 pages bearing the above title. It contains articles by students, professors and other high authorities on such subjects as "Increasing Fertility," "Small Grain Crop," "The Corn Crop," "Alfalfa Culture in America," "The Wheat Crop," "Farm Power," "Profitable Hay Making," "The Care and Protection of Farm Equipment," "Farm Machines and Progress." This little book is well worth having. Mention this paper when you write for a copy. Address I. H. C. Service Bureau, Harvester Bldg., Chicago, Ill.

Farm Wagons

In the early history of Western Canada practically the only means of transporting supplies to the scattered settlers was the old Red River cart, drawn by oxen. At the present day traces of the trails made in this manner to various portions of the country are still

to be seen, and some of them have become main highways. In the rapid settlement of the prairies the ox-cart very soon proved inadequate, and the farm wagon made its appearance. With the advent of railways and the further opening up of the prairie provinces the demand for farm wagons increased enormously. Every settler coming in was compelled to have one or more wagons on which to load his effects for the long haul into the northwest. A substantial wagon may therefore be regarded as the first necessity on the farm, and in the succeeding years it is always indispensable. No other implement or vehicle is used more days in the year than the wagon. Fifteen or twenty years ago only a few well known wagons were sold, but the increasing demand has resulted in numerous manufacturers paying special attention to them. On this continent the farm wagon of today is a highly specialized product, for which special machinery is used, the best of timber and iron entering into its construction. Even at the present time, however, the hand made wagon largely predominates in European countries. The country smith and wheelwright in England takes an especial pride in turning out farm wagons with graceful curves reminding one of an open boat. The box wagon as we know it is unknown on that side of the Atlantic. Some wagons are still made by hand in the country shops of America, but in rapidly decreasing numbers. Standard shaped parts such as wheels, gears and axles are now to be procured from the factory more economically than the small craftsman can make them, and consequently there is little left for him to do but assemble the parts and perhaps build a body

to suit some special use. The modern equipment, labor saving machinery and large stocks of material of the wagon factories make it impossible for the small shop to compete successfully for this trade.

It has been said that agriculture, transportation, distribution and advertising are the most important factors in the commercial world; and the wagon has played an important part in agriculture, made the transportation and distribution of farm products easier, and has by its very presence on every farm advertised itself. Who ever heard of a farmer without a wagon? Dealers should bear in mind how indispensable is this adjunct of the farm, and make it a rule to have a display in season of some reputable manufacturer's line. Bear in mind also that the best of wagons wear out, and there must be some farmers in your district who need new ones now, but are just waiting for you to convince them of their necessity.

Sold Out to New Concern.

The Fuller & Johnson Co., of Madison, Wis., have sold their entire implement business to the Madison Plow Co., which is a new company just incorporated with a capital stock of \$250,000.

This concern will continue to manufacture and sell the Fuller & Johnson Mfg Co's popular line consisting of walking and riding plows, harrows, cultivators, planters, trans-planters, etc. The company also will manufacture and supply the extra parts for the line. The goods will be marketed in the same manner as heretofore, exclusively through jobbers and dealers.

The new company has also purchased the factory and grounds of the American Plow Company and will at once enlarge the plant to provide ample manufacturing facilities for meeting the requirements of trade.

The Fuller & Johnson Co. has found it advisable to utilize all of its factory capacity for the manufacture of its farm pump engine and other internal combustion engines.

This company's line was formerly handled in Canada by the Stewart Nelson Co. and the Brandon Implement & Mfg. Co.

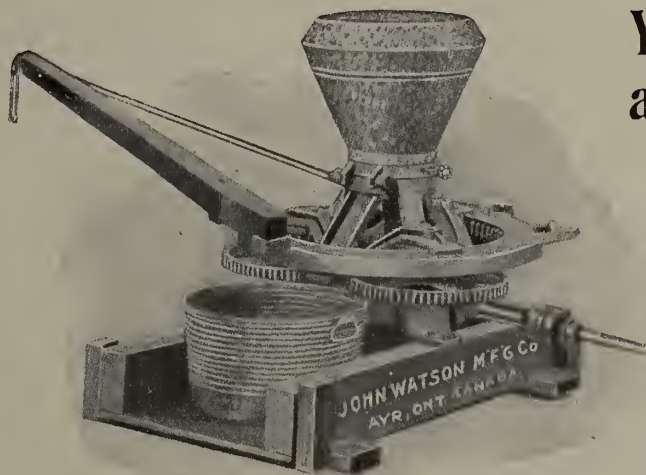
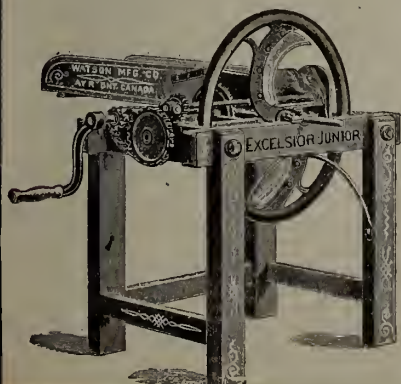
Safe Bridges.

Every operator of a gas traction engine should be as much interested in the movement for good roads and bridges as are the operators of steam threshing engines. Gasoline out-

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"Galt" Steel Shingles, Sidings and Corrugated Sheets,
 FOR COVERING YOUR
Machinery, Live-Stock and Buildings
 SEND DIMENSIONS AND GET OUR QUOTATIONS
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No. 15 Ideal Feed Mill

This Mill has sweep power attachment and gives great results on small outlay. Simple, strong, rapid, ideal for farmer, stockman and dairyman. Repairs for this mill will fit the Stover Sweep Grinder.



Watson's Feed Cutters

For Hand, Horse, Gas or Steam Power

Will cut hay, straw and corn perfectly and are supplied in seven styles and sizes, with capacity for cutting feed for from two head to the largest stock ranch in the West. With power blowers, will blow to any part of the barn into stall directly in front of stock. They are immense labor-saving machines.

You Can Sell Feed Cutters and Grinders

Because they appeal to intelligent farmers. They are an economy and a necessity where there is stock to feed.

OUR LINE INCLUDES

Pulverizers	Light Delivery Sleighs
Boss Wood Harrows	Feed Cutters
Boss Steel Harrows	(seven styles)
Channel Steel Harrows	Grain Grinders
Harrow Carts	Roller Crushers
Wheel Barrows	Root Pulpers
Warehouse Trucks	Whiffletrees
Wood and Pole Saws	Horse Powers
Farm and Bush Sleighs	Bevel Jacks

John Watson Mfg. Co.
 LIMITED

Chambers and Henry Streets, WINNIPEG.

fits are just as apt to go down in a bad bridge as the steam rigs are. When one stops to think for a moment that the ordinary gas tractor weighs from twelve to thirty-six thousand pounds it does not take much figuring to find out that a five or six ton bridge is a mighty unsafe thing to have on the public highways. It is the duty, therefore, of every tractor operator or owner to help enact laws that will compel good bridges, or, if that cannot be done, to at least agitate the question of good safe bridges and better highways. It is all a part of the great national movement for greater industrial efficiency. The first step in marketing is to get the goods to the great national highways, the railroads, and to do this cheaply it is necessary to have good roads from the farm to the railroad. It is necessary before the produce is harvested to have safe bridges to transport the heavy machinery now so necessary in modern farming. Every one, farmer, banker, thresherman, implement dealer, and ultimate consumer is directly interested in good roads and better bridges, for it is an unalterable law of trade that all losses must eventually be paid by the consumer. It is to the interest of every one that all needless waste in agriculture be eliminated. All engine owners are specially interested because

poor bridges such as now exist in so many places may mean the loss of an engine, the loss of a bridge and the loss of life of the operator with the almost certain result that his family will be seriously embarrassed. Tractor operators should not cease in their efforts until every bridge in the country is made strong enough for the heaviest loads. If you can't do anything else you can talk. Talk in season and out, talk good bridges all the time and be ready to act if you see half an opportunity to get in and do any good.—Gas Review.

Science and Plant Life.

Address by Prof. J. E. Faull at Toronto University.

That the time has come for the introduction into Canada of scientific methods of plant and stock purification was the message that Professor J. E. Faull gave to a large audience which assembled in the Physics Building at the University of Toronto to hear his lecture on "Evolution and its Practical Aspects."

"In Sweden," said the speaker, "Professor Nillsen has succeeded in less than a decade in raising that country's crop production almost thirty per cent. In England, at Cambridge University, another scientist working along the same lines set out to reduce the percentage of gluten in British wheat, the substance which

makes it soft, difficult to mill and bake with, and distinctly inferior to Manitoba hard. Taking some Manitoba Red the professor crossed it with fine specimens of the English variety, and as a result obtained a blend which was hard and milled well, and at the same time grew plentifully in English soil. This wheat," continued the lecturer, "will probably revolutionize the wheat production of Great Britain."

Canadian wheat is subject to the disease known as "rust." When the Cambridge scientist had conquered the refractory English wheat, he turned his attention to Canadian, and after careful breeding succeeded in eliminating the disease, making a discovery which means thousands of dollars annually to the Western farmer. There has always been a rust-proof variety but it was poor in quality and difficult to mill. This strain was blended with the ordinary hard-milling wheat, and the cross product embodied the best properties of the two varieties.

"In Ontario," said Prof. Faull, "there is hardly a plant or animal perfectly pure. Take any field of Early Fife that you like, and there will probably be 20 varieties growing instead of one."

A Dutch scientist experimenting with the evening primrose crossed a white and dark red plant. The hybrid was almost

white and in no way exceptional. Instead of casting it away, however, was allowed to propagate, and in the third generation no less than twenty strains resulted, differing in color, and varying in form and leaf shape. These, however, bred back when allowed, to the original plants. It was found, though, that pure plants would throw off "spots" at the rate of about one in two hundred and that these would breed true, retaining their peculiarities.

It was then shown to the audience that plant life was most certainly influenced by environment, for a plant placed in any particular atmosphere developed characteristics which altered it entirely. The work of scientists engaged on the subject during the past decade has shown that every plant is composed of certain "character units," which can be separated or combined at the wish of the grower.

Looking for a moment at the human race, Professor Faull showed that physical abnormalities, such as color and night blindness, short fingers, and certain forms of imbecility and insanity had been proved hereditary, while criminology shows that criminal traits were handed down undisturbed from father to son, and that in certain states, steps were being taken to eliminate such tendencies.



Wanted

LIVE DEALERS

To Handle Our Copper Covered Steel Centre Lightning Rod

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation. Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co., Limited

(Successors)

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Ontario

CANADIAN PACIFIC

CHEAP EXCURSIONS

West

Round Trip Excursion Fares from Stations Port Arthur to Medicine Hat, and all branch lines in Manitoba and Saskatchewan.

Going Dates

August 7, 8, 9, 10, 11, 14, 15, 16 and 17.

Return Limit
October 15th.

East

Round Trip Summer Tourist Fares from Stations in Ontario, Manitoba and Saskatchewan.

Going Dates

Daily to September 30th.

Return Limit
October 31st.

Fares, Tickets and full Information from
Canadian Pacific Railway
Ticket Agents.

After All Is Said It's RELIABILITY That Counts

Threshing requires a steady power that is dependable—one that will stand up in the field regardless of the weather or other conditions. A few hours wasted means money lost both to the farmer in wages and the thresherman in time. It's up to you to protect yourself and your customers by a close investigation of machines before you purchase.

I H C Gasoline Tractors

not only deliver the most power on the least fuel, but they stand up in the field under the most severe conditions. They are good for 24 hours a day if necessary. Their simple design and strong construction frees them from the petty ills of more complicated engines.

An I H C tractor in connection with an I H C thresher makes an outfit that cannot be proportionately equalled for the quality and amount of work done by any other threshing outfit on the market to-day. Any Canadian farmer who has used one of these economical threshing outfits will testify as to its time saving and result producing qualities.

The I H C line is complete, and includes I H C tractors in 12, 15, 20, 25, and 45-H.P. sizes, horizontal and vertical engines, stationary, portable, and semi-portable; air or water-cooled; 1 to 35-H.P.; I H C threshers in several types and sizes. Write our nearest general agent for catalogue.

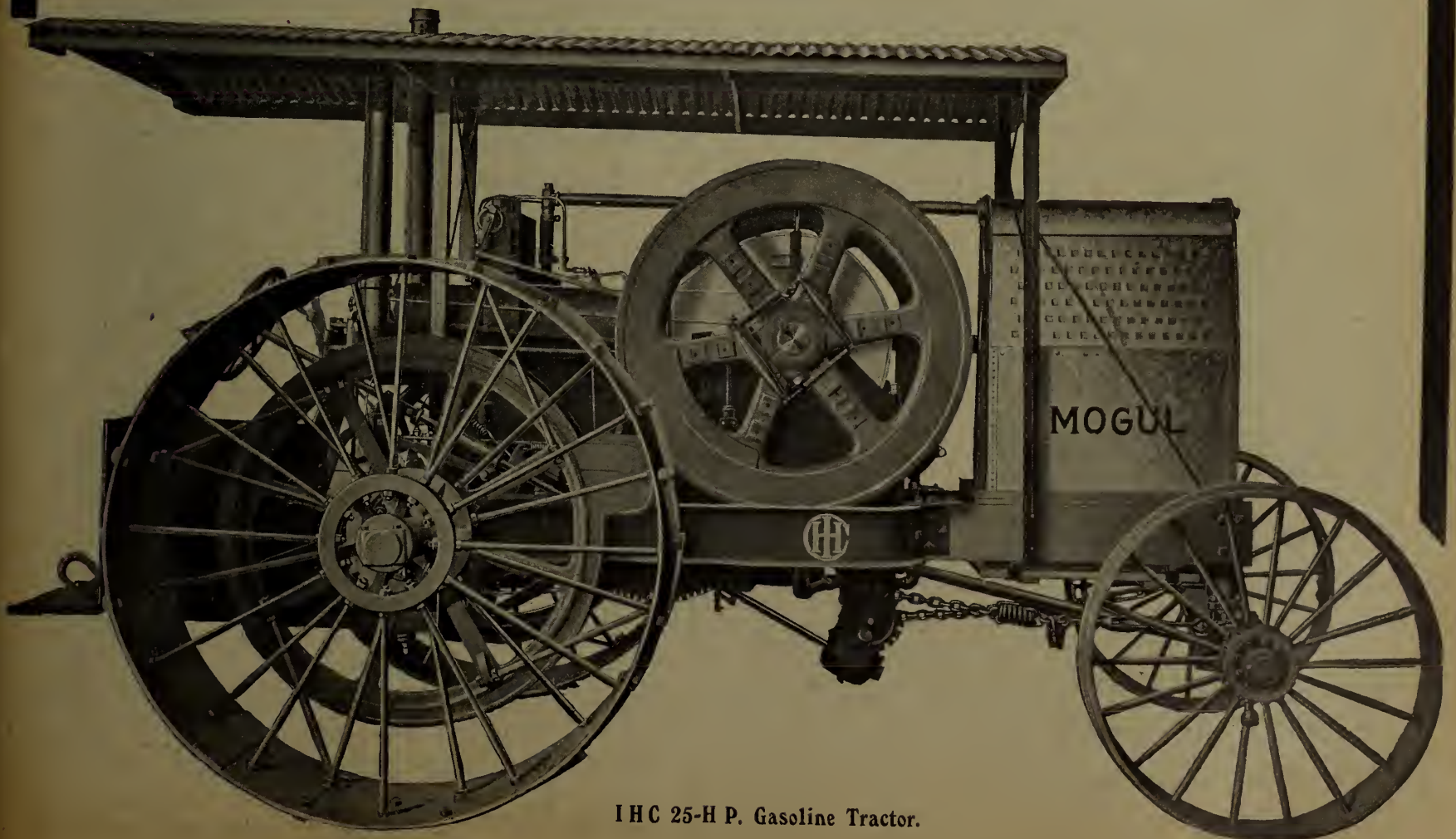
Western Canadian Branch Houses: Brandon, Calgary, Edmonton, Lethbridge, North Battleford, Regina, Saskatoon, Weyburn, Winnipeg, Yorkton.

International Harvester Company of America

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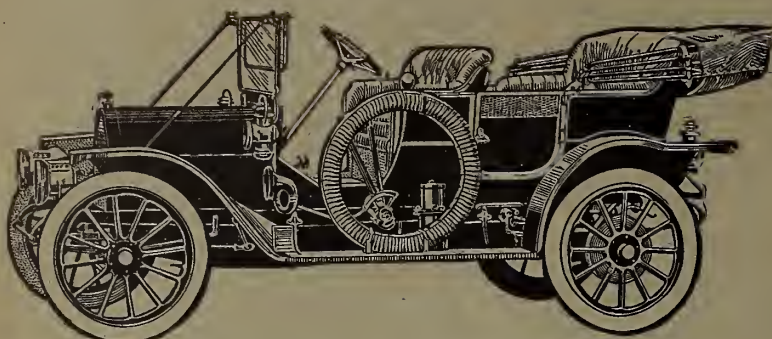
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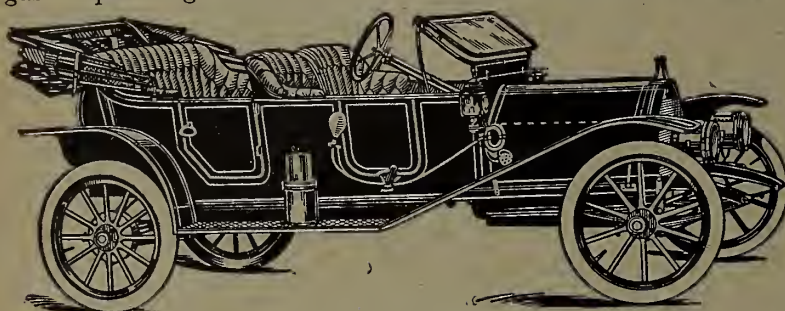


I H C 25-H P. Gasoline Tractor.

More Than You Ever Got Before



Reo 5 passenger touring CAR with top, front, semi or full fore doors, three oil lamps, gas lamps and generator. **\$1425.00** F.O.B. Winnipeg.



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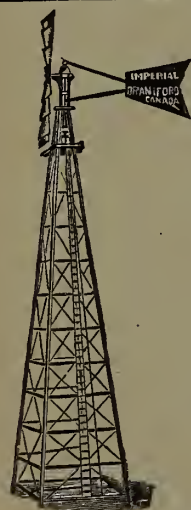
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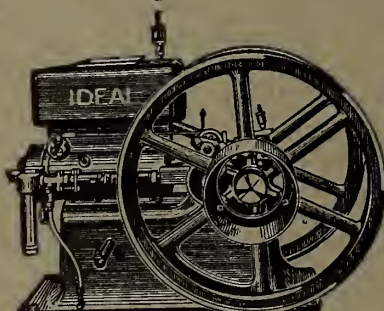
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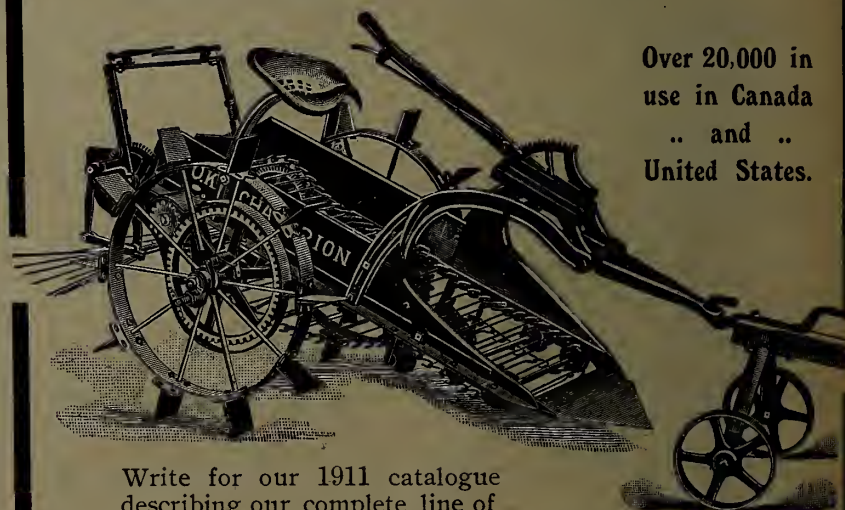
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CANADIAN FARM IMPLEMENTS

VOL. VII., No. 9

WINNIPEG, CANADA, SEPTEMBER 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1 00 9
Per Copy, 10 cents



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Established 1865

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Whether you are building an implement shed, a granary or a house or barn, the most **ECONOMICAL** and **DURABLE** building material is "Metallic."

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The **Metallic Roofing Co.**
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Seasonable Lines

We are prepared to take care of
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Cotton Duck Stitched
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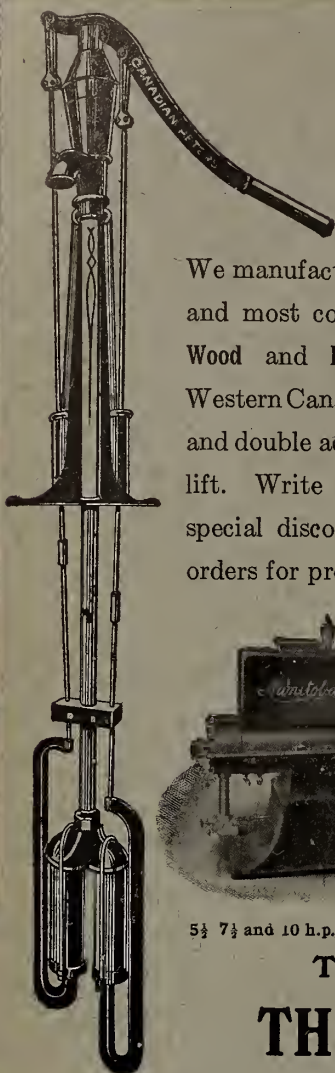
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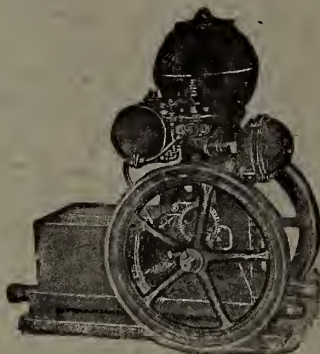
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We manufacture the largest
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Wood and Iron Pumps in
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and double acting, force and
lift. Write us to-day for
special discounts on pump
orders for prompt delivery.



4 and 7 h.p. Vertical Hopper-Cooled.)

"Manitoba" Windmills are
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power and pumping pur-
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Strongest and Best Windmills
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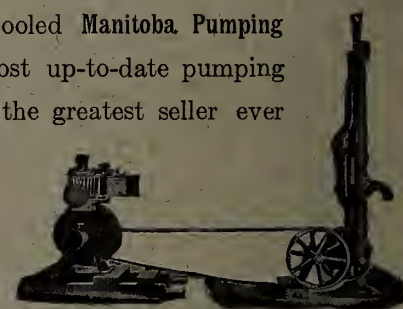
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SUPERIOR HOOSIER KENTUCKY.

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Always have held first place

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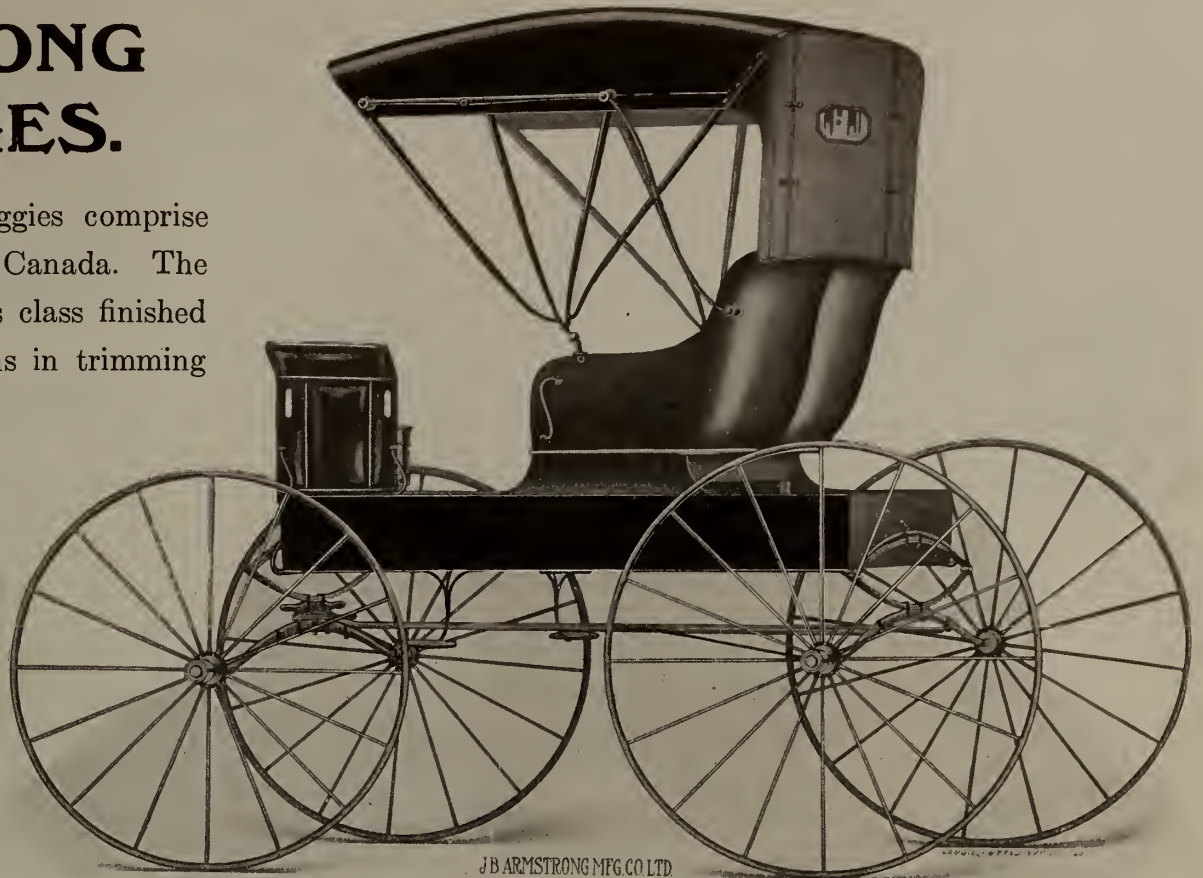
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Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.



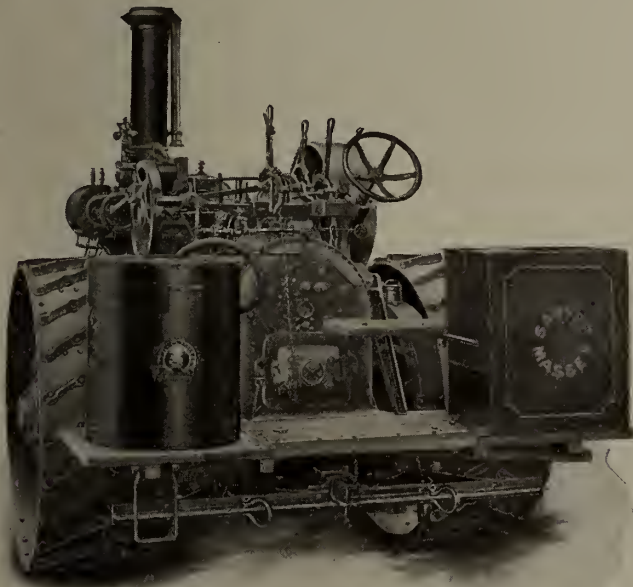
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Western Office

Winnipeg, Man.

IMPLEMENT DEALERS--READ THIS



Built in five sizes: 22, 25, 27, 30 and 32 H.P.

You know that satisfied customers mean your success. You know good machines mean satisfied customers. We told you in last month's issue of the big opportunities before you if you handled

SAWYER-MASSEY Plowing, Threshing and Road Making Machinery.

We told you of the steadily increasing demand for our goods.

CONSIDER CAREFULLY THE FOLLOWING LETTER :

GRENFELL, JULY 13, 1911.

SAWYER-MASSEY CO., LTD., WINNIPEG.

GENTLEMEN :—

The 27 H.P. Tandem Compound Engine we bought from you last September is giving the best satisfaction of any make we have had.

For plowing, it is strong and economical. We haul eight 14 inch plows. It is an easy steamer and will start with stiff gear as easy as any double engine, and uses less fuel and water.

We plow 18 acres on a ton of Galt Coal, and 36 bbls. of water per ten hours, and on account of its compactness the engine is easily handled when plowing.

We consider we have the best outfit on the market to-day, and can honestly recommend it to any purchaser.

(Signed), THOMPSON BROS.

THAT IS THE SAWYER-MASSEY BRAND OF SATISFACTION

THAT IS THE KIND OF SATISFACTION THAT MEANS BUSINESS

You can satisfy your customers in just the same way.

You can save time.

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You make big profits in more ways than one.

Therefore sell Sawyer-Massey Machines.

Try it, it is worth while.

Write now for Agency particulars.

Sawyer-Massey Company, Ltd.

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6-Furrow Cockshutt Plow 1911 Motor Trials.

The Cockshutt

THE LEADER

THE LEADER

Years ago, when prairie farming became more and more extensive, the Cockshutt Plow Company built an Engine Gang, and it had the distinction of being the **FIRST** successful horseless plow on the market. That it was founded on the **RIGHT** principles of Tractor plowing was once more amply demonstrated at the 1911 Winnipeg Motor Trials.

The competition was not in any sense a **PLOWING** competition, and thus no particular effort was made on our part to equip a large number of Engines with plows.

The largest plow in operation in the Contest was a Cockshutt, demonstrating the ease and readiness with which the individual bottoms can be handled by one operator, and thus retaining the great advantage of **INDEPENDENT BOTTOM CONSTRUCTION FOR EVEN DEPTH OF WORK AND LIGHT DRAFT**.

The rules of the competition called for a depth of $3\frac{1}{2}$ inches and with the independent Cockshutt Bottom this depth, or a little better, was uniformly maintained throughout the Contest. **IT WAS NOT NECESSARY TO BE CONTINUALLY ALTERING THE LEVERS**; the Cockshutt Independent Bottoms followed the inequalities of the surface, always plowing a uniform depth.

The light draft of the Cockshutt was amply demonstrated by the **LIGHT DRAW-BAR PULL** per average 14-inch plow. The average of the Cockshutt Plows in the Contest is considerably lighter than the average of the plows of any other make. Notwithstanding the extra strength in the heavy double beams, etc. on the Cockshutt—much heavier than on any other—they are built



6-Furrow Cockshutt Plow 1911 Motor Trials.

Cockshutt Plow

B R A

WINNIPEG CALGARY

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RED DEER LETHBRIDGE EDMONTON

Engine Gang IN ITS FIELD IN THE FIELDS



4-Furrow Cockshutt Plow 1911 Motor Trials.

on the right principle; **THE WEIGHT IS IN THE RIGHT PLACE**, and the result is not only **ADDITIONAL STRENGTH**, but **LIGHT DRAFT**.

THE GOLD MEDAL WINNER—(Steam Engine class)—**USED A COCKSHUTT ENGINE GANG** which started in without any testing or trying-out of any kind before the Contest and earned the highest encomiums of the Judges and spectators, **BREAKING NEARLY FOUR INCHES DEEP WITH VERY LIGHT DRAFT**.

On the soft ground at the back of the field the advantages of the independent bottoms was apparent: One bottom at a time could be raised, easing off the engine to the load it could handle best, getting the maximum results with the minimum power.

The long standards and high clearance under the beams enabled the Cockshutt to handle the long grass and sticky soil without trouble.

The large swivel front wheels, set well out to the front with plenty of clearance, proved particularly effective in the sticky soil; no trouble with mud balling up under the platform.

That the Cockshutt is built on right principles has been proven time and again in field tests and actual work. The leading designers in all countries endorse or copy them. **THEY HAVE MANY IMITATORS, BUT NO EQUALS.**

SELL WHAT YOU KNOW IS SUCCESSFUL. BE A COCKSHUTT DEALER!

Co., Limited

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REGINA SASKATOON

WAREHOUSES

RANDON PORTAGE LA PRAIRIE



Avery undermounted Engine and Cockshutt Plow, 1911 Motor Trials.
(The Gold Medal Winner, Steam Class).

AIM HIGHER!

BECOME A DEALER IN

Cockshutt Agricultural Implements

AS SUCH you assume instant leadership: you handle a line embodying more exclusive and profit-producing features than any other implement line in Canada. The name "Cockshutt" stands for Stauchness, Stability, Quality, Economy, Reliability and Strength. These six words tell the tale and create a patronage that grows by leaps and bounds: they insure customers the **QUALITY** they pay for and the **SERVICE** they have a right to expect. Be a Cockshutt Dealer — it blazes the way to **SUCCESS!** No better time than **NOW** to make a start! Write us at once.

FOUR Important Means of Building up and Conserving Your Trade:
FOUR Widely Used, Strongly Recommended and Well-Advertised Cockshutt Plows:

Jewel Gang. Beaver Gang. Empire Gang. Empire Chief Gang.

The **FOUR** that **EXCEL** in every point important to **THE WESTERN FARMER.**



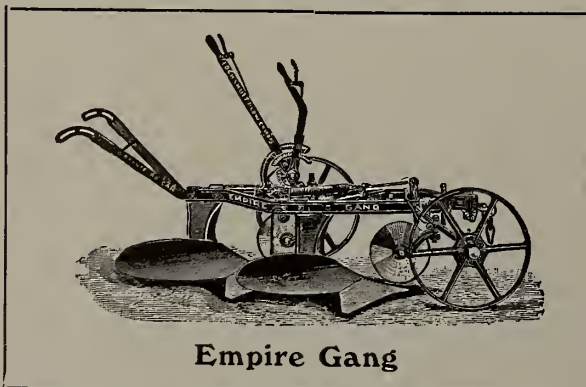
New Jewel Gang

The perfect modern plow. Superior to all other high-lift Gangs.
 A worthy leader of the popular line.



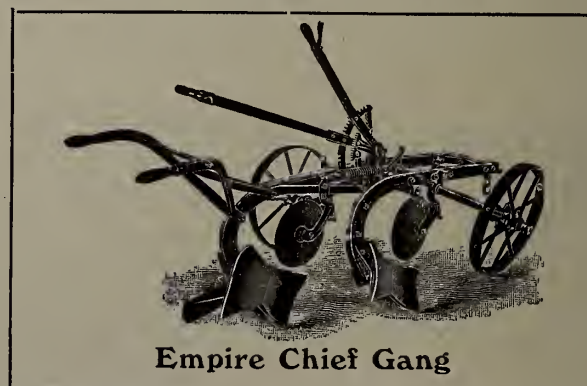
Beaver Gang

A convenient, quickly-handled high-lift Plow that will do the work.
 Fitted for Sod and Stubble plowing.



Empire Gang

A light two-furrow Plow, very much in advance of all similar plows.
 A model of Strength, Service and Simplicity.



Empire Chief Gang

Strong and serviceable. A popular and dependable walking gang,
 perfectly suited for Western plowing.

If You Are Interested In Your Own Success, Write Us To-day

Cockshutt Plow Company, Limited

Branches: Winnipeg, Calgary, Regina, Saskatoon

Distributing Warehouses: Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie.

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 9

WINNIPEG, CANADA, SEPTEMBER, 1911.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Marketing Gasoline Engines

Read Before the National Gas and Gasoline Engine Trades Association by J. G. Finkbeiner.

In determining the best method of merchandising any line of goods, the manufacturer is confronted at the present time with two different methods. One known as "regular" and the other as "irregular," or in other words, the well established method of marketing your product through the regular implement dealer, and the other, that of selling direct to the consumer. It is natural to suppose that the goods sold through the regular implement dealer would have to be of a higher type than those sold direct. In the first method we find the dealer with the sample machine on hand, which he shows and demonstrates to the purchaser, so that the man sees what he is getting when he buys it. Where they are sold direct, the purchaser buys from the glowing description and high sounding phrases which flow from the mail order man like the eulogy spoken of his favorite candidate by the campaign orator at election time. If you will notice the various manufacturers who have built a high grade article, and are putting out high class goods, they are being marketed through the regular channels and the mail order man's hot air of, "direct from the factory to your farm," is not used or needed to dispose of his product. I have spent a number of years selling gasoline engines and have carefully studied the different methods and I say to you in all fairness, that I am a firm believer that the right method of marketing engines is through the implement dealer. My experience in the past has convinced me of this and I want to briefly enumerate to you a few of the reasons.

The question of repairs is of vital importance to the purchaser of a gasoline engine. In the past it has been customary for the salesman to make the prospect or purchaser think that he will never have to have any repairs with his particular engine, and some have even gone so far as to make the purchaser think that any child could operate the engine and all that is necessary to start it is to have a string attached to the engine and stand off about 20 feet and pull. My experience has taught me that this is wrong, and when a man buys a gasoline engine

you should carefully explain to him the engine, also the operating of it, and the repair question is of vital importance to the purchaser. We all know that any class of machinery manufactured will occasionally need repairs. It may be through no fault of the operator, but when a man wants repairs he wants them quick and wants them right. If he has purchased the engine from a local dealer, the latter usually has repairs in stock, or can take the part from his sample and the machine is immediately fixed up. The average purchaser has not the experience in ordering repairs that the dealer has, and it is difficult for him to make the manufacturer understand what he wants. It is also detrimental to the manufacturer to have engines in the territory which are not receiving the attention of a man capable of looking after them. Wrong impressions are often made and sales lost because of improper care of an engine in the field. This trouble is all eliminated when your goods are marketed through the regular dealer. While many manufacturers claim that if you will buy their engine, it will never be necessary to call in the doctor, we know that engines are often sold to customers, who do not have the brains or ability to properly run a wheel barrow and when trouble arises, a mail order man will write and tell him that if he will pay the expert's expenses and time he will send one to him, or if he will crate his engine and ship it back to the factory, freight prepaid, they will try to eliminate his troubles. This proves a very expensive experience to the customer. The troubles of a gasoline engine in reality are small when a man thoroughly understands the machine and all this assistance is rendered free to the purchaser through the regular channel.

Sales are often made through the implement dealer to people in his territory with whom he is thoroughly acquainted, and knows, not only their financial ability to pay, but also their character, and sales are often made to parties who will require a little time to pay for their engine, so that through the mail order system, the manufacturer would lose a certain volume of business, or in other words, the

local implement dealer will give the manufacturer a larger volume of business in the given territory than the mail order system possibly could. The local dealer's knowledge of the financial ability of the man in his territory is of value to the manufacturer.

The manufacturer receives a large amount of free advertising through the local implement dealers that he would not receive if he was doing business on the mail order plan. The advantage of having a sample engine on hand with the local dealer is a far greater help in an advertising way than all the hot air the mail order man can spread in the mail order journal, and there is no endorsement of a machine so strong as that of a personal talk with the man who has established business and reputation and knows what he is talking about, particularly, the local implement dealer, as he is looked upon in his locality as a man who knows good machinery and his word goes a long way with the engine purchaser. A one page ad. in the average mail order journal would cost at least \$300.00, and if the mail order man sold six engines from it he would think he was doing a big thing. This \$300.00 would pay a dealer's commission of \$50.00 apiece on the same number of engines and the machines would be put out and looked after by a man who was near them and would see that they were properly installed and the purchaser instructed how to run his engine. This would create a demand for future business. I believe the dealer can sell twelve engines for the same expense that the mail order journal would sell six.

Business can be greatly extended through the regular implement dealer, and it is possible to get a larger volume through the implement dealer than through the mail order plan. While some manufacturers have apparently been successful in selling their engines by mail, I believe that they would have made a far greater success had they marketed their goods in the regular channel. As a proof of this some of our oldest manufacturers are today the smallest, and according to the general law they should be the largest. I firmly believe that if they had marketed

their goods through the implement dealer exclusively, they would be the largest in the field today. The value of the implement dealer's acquaintance among his customers is a great asset to secure business, and no sales system can be devised that is as strong as the personal solicitation of the customer, and in my opinion the day is near at hand when the man with his hot air talk, his cheap goods at cheap prices, and all the rest that goes with the "direct from my factory to your farm" proposition will be a thing of the past. The manufacturers themselves in some instances are to blame for the mail order man securing part of the business. The manufacturers should maintain the prices, standard terms to one and all of the dealers. Another party who is to blame and who only adds fuel to the mail order fire, is the man who goes out and says there is no dealer's profit in this sale and I am selling this engine direct from the factory. In my estimation, the salesman who persists in this method of selling goods should not remain on the sales force of any reliable manufacturer, as he gives the purchaser the erroneous idea that he could buy cheaper from the manufacturer than he could from the dealer, which is not true.

To the customer I say, that if you want to get the best value for your money, deal with your local man, as you have not only the guarantee of the manufacturer behind your article, but that of the local dealer, and to the manufacturer I say, if you wish to continue in business, if you wish to be known as a high grade business man, build a good machine, tell people about it and sell through the regular channel. The mail order system is wrong and is detrimental to any rural district, it has a tendency to tear down local business rather than to build up. I can see no object to be obtained or any profit to be made by selling goods through the irregular channels and I stand first, last, and all the time, not only for the benefit of the manufacturers but also, for the country at large for doing business through the regular channels, building up a better community, obtaining a market for products, better service to the consumers, better goods, better satisfaction, and the respect of my fellow men.

Farm Implements in China

U. S. Vice Consul, General W. R. Dorsey, writes from Shanghai on the farm implement situation as follows:

There will not be much of a demand for agricultural implements in the Shanghai district for a long time, and there are many reasons for this opinion. The farms are very small, seldom larger than the ordinary American field, and as the cheap labor is as efficacious as conditions demand, the individual need for labor-saving devices does not exist. Moreover, the purchasing power of the farmer is very low, and few of them at present could afford the initial investment in improved agricultural machines.

A glance into any native farmyard and a survey of the crude, effective implements used therein will make it apparent that the owner's entire agricultural gear has not cost him more than \$50, and for this his yard is well equipped as Chinese farmyards go. Everything is hand made and, except a few iron parts, usually manufactured on the premises.

PRACTICALLY ALL IMPLEMENTS ARE MADE OF WOOD.

I have seen threshing frames constructed from naturally bent tree trunks, with crosspieces of split bamboo, against which the rice sheaves are beaten and the grain removed quickly and thoroughly. I have seen and operated hullers, consisting of two disks superimposed made from small pieces of wood mortised into circular form, bound round with bamboo withes, the surfaces having a thin coating of mud to create a greater friction. This implement rests on the ground at an angle of less than forty-five degrees, and is turned by one man by means of a curved wooden handle that works in an eccentric socket. The grain is poured into a small orifice in the upper wheel and being rolled between the surfaces of the disks the hull is removed and the grain and chaff ejected from the opening between them, the angle at which the huller is tilted insuring their departure at almost fixed points.

When sufficient has accumulated it is placed in a sieve 3 feet in diameter, constructed of bamboo and suspended from a tripod of the same wood by ropes of like material in such a manner that the slightest effort causes oscillation, which removes the chaff. I have observed an occasional fan separator of Japanese manufacture, but these are rare. When hulled the rice is stored in large closely woven bamboo baskets, and if sent to market is packed in bamboo carriers. It will be observed that wood or its products have been the only material employed, and the only expenditure throughout has doubtless been that for the labor necessary to assemble the materials, fashion them, and put

them together. Iron is seldom used except in the always evident, heavy, three-pronged fork hoe, the tip of the wooden plowshare, the sickle that cuts the grain and occasional small tools.

RAISING WATER FOR IRRIGATING PURPOSES—THE WATER BUFFALO

Machines for raising water for irrigating purposes are also constructed entirely of wood, long chains of paddles running from the stream to a wooden shaft whose wooden cogs fit into others on a wooden wheel on shore. This wheel is turned by a water buffalo, which, blindfolded to prevent dizziness, plods in slow circles, supplying the power that brings the needed current to the level of the fields. This machine and the buffalo are the most important possessions of the farmer in this locality; the latter has probably been bred on the premises and the former constructed by the village machinist at small cost, so that little coin value is represented.

On farms too small for the buffalo and wheel I have seen two men with a scoop of closely woven bamboo, swung between them on a rope of the same material, keep a stream of water moving from one level to another for 10 minutes at a time, resuming operations after a short rest of about 5 minutes. It is said that these men raise no less than 1,500 gallons of water per hour.

Besides turning the irrigator, the buffalo also turns the stone to grind rice into flour, pulls the plow, and, if, female, supplies milk to the family. This animal is both horse and cow to the local farm.

NO USE FOR FARM WAGONS, MANURE SPREADERS, OR REAPERS,

There are no roads in this part of China, the farmer using boats exclusively for transporting his products. The farm wagon is unknown and will be until highways are constructed, of which there is no present prospect.

Manure spreaders would not be of interest, as all fertilizing matter is put on the fields in liquid form and scattered most liberally and effectively with long-handled, wooden scoops from wooden buckets that are carried in pairs by coolies.

Reapers for the rice harvest are not feasible. Around Shanghai farms are flat, the fields are small and surrounded on all sides by dikes 2 or 3 feet high to control irrigation and serve as footings across country, and abundant labor and cheap homemade implements are again in evidence. In other sections the crop is grown on fields that mount the hillsides in narrow terraces so that it would be impossible to operate the machine if other conditions did not preclude its adoption.

Demonstration and education may do much in time toward the

introduction of American agricultural machinery, but first of all the purchasing power of the farmer must equal cost, and he must operate on a larger scale and labor become scarce or dearer in order that he may feel the need for devices that will take its place or cover greater expenses more economically.

Sincere Advertising.

An advertising agent in Boston, A. W. Ellis, sends a clipping of an advertisement written by a boy of twelve entirely on his own initiative and without assistance. That it brought quick results is not to be wondered at, for it goes right to the spot. It was printed in the Ennis Daily News and read as follows:

"School is out on Friday, and I don't want to be puddling around all summer. I want a job. If you want a good, hard-working boy try me. Answer quick. Bobbie Humes, Old phone No. 9. Cor Brown and Sherman."

The letter that came with this says: "I believe if the efforts of copy writers were as frank, as direct and as simple as this advertisement that the returns from advertising would be many times greater than they are. The writer further suggested that Printer's Ink might find this a suitable text for an 'advertising sermon.' There was at first a temptation to take this hint and moralize about it a bit, but the example the lad sets of stating the plain facts and how he felt about them sort of makes you feel that's the best way to convey the idea there is in it.

The secret of this plain fact of writing, which (with a slight dash of conscious art) really makes the most forceful advertising, is that it conveys actual thought, and not assumed thought.

When Elbert Hubbard writes an ad. and works in a reference to the fact that the ad. is being written on the train between Buffalo and Syracuse with a stub pencil on a pocket-size memorandum pad, that little fact somehow interests you and makes you read that ad. clear through and then stop and wonder how he "gets away with it."

What takes the ring of sincerity out of an ad. is the pretense. It looks as if writers were afraid some one would actually know what was in their minds. No one would think of talking to another in the formal language of many advertisements—unless in mock elegance. You simply couldn't make yourself do it—you'd feel foolish.—Weekly Implement Trade Journal.

If business is good, smile; if rotten, smile. It doesn't cost anything to be pleasant, and it sure helps business.

Work of the Experimental Farms.

The results of the work of the Canadian Government experimental farms (of which there are nine, with three additional smaller stations, throughout the Provinces) are published from time to time and disseminated freely among the farmers of the Dominion. The experimental farm is a bureau of information to which the agriculturist applies for advice and directions. In the year ended March 31, 1909, the number of letters received at these stations from farmers exceeded 100,000. In the same year nearly 200,000 reports and bulletins were distributed.

Since the establishment of these experimental farms there has been brought about a perceptible improvement in the condition of the farming population and a great increase in the export of animal and agricultural products. In 1886 Canada, with a population of about 5,000,000, exported animals and their products valued at \$22,065,433 and agricultural produce valued at \$17,652,779, a total of \$39,718,212. In 1910, with a population estimated at 7,000,000, a considerable percentage of which is engaged in manufacturing, transportation, and in the fisheries, the exports of animals and their products were valued at \$53,926,515 and of agricultural produce \$90,433,747, or a total of \$144,360,262.

At all the farms experiments are conducted each year on what are known as uniform trial plots, where a number of varieties of the more important crops are tested to ascertain their relative productiveness, quality, and earliness of maturing. The merits of each of the different sorts are carefully inquired into and the harvests in the different climates of the Dominion compared. Any varieties which show serious defects are discarded and the list thus reduced, unless there be new sorts available of sufficient promise to warrant their being placed in this special group. In the four classes of dairy animals at the central farm at Ottawa, a faithful record is kept of the quantity of milk produced by each animal and the proportion of butter fat it contains. By this method unprofitable animals are promptly detected and eliminated. During the past 10 years the milk production of the dairy herd at Ottawa has been increased from an average of about 4,000 pounds to nearly 8,000 lbs. per annum. Farmers everywhere have been encouraged to keep records of the milk given by the individual members of their herds and printed forms for taking the daily records of milk production have been supplied free to all those desiring to use them. Some farmers who have used these forms have by this process of selection more than doubled their returns.

JOHN DEERE PLOW CO

THE FACTORIES

Deere & Co., Moline, Ill.
Steel Plows, Cultivators and Harrows

Deere & Mansur Co., Moline, Ill.
Corn Planters, Disc Harrows and Beet Tools

Moline Wagon Co., Moline, Ill.
Farm and Mountain Wagons and Teaming Gears

Marseilles Co., East Moline, Ill.
Shellers, Portable Elevators, Wagon Dumps and Spreaders.

Davenport Wagon Co., Davenport, Ia.
Steel, Roller Bearing Wagons

Dain Mfg. Co., Ottumwa, Ia.
Hay Loaders, Stackers, Sweep Rakes, Mowers and Presses

Kemp & Burpee Co., Syracuse, N. Y.
Manure Spreaders for Eastern Trade

Syracuse Chilled Plow Co., Syracuse, N. Y.
Full Line Chilled Plows

Fort Smith Wagon Co., Fort Smith, Ark.
Wagons for South and West



Good Implements have
made this trade-mark famous

OUTPUT SOLD BY

Deere & Webber Co., Minneapolis, Minn.
John Deere Plow Co., Moline, Illinois
John Deere Plow Co., Omaha, Nebraska
John Deere Plow Co., Sioux Falls, S. Dak.
John Deere Plow Co., Kansas City, Mo.
John Deere Plow Co., Oklahoma City, Okla.
John Deere Plow Co., Denver, Colorado
John Deere Plow Co., St. Louis, Missouri
John Deere Plow Co., New Orleans, Louisiana
John Deere Plow Co., Nashville, Tenn.
John Deere Plow Co., Atlanta, Ga.
John Deere Plow Co., Dallas, Texas
John Deere Plow Co., Portland, Ore.
John Deere Plow Co., Spokane, Wash.
John Deere Plow Co., San Francisco, Cal.
John Deere Plow Co., Indianapolis, Ind.
John Deere Plow Co., Baltimore, Md.
John Deere Plow Co., Syracuse, N. Y.
John Deere Plow Co., Ltd., Winnipeg, Man.
John Deere Plow Co., Ltd., Saskatoon, Sask.
John Deere Plow Co., Ltd., Regina, Sask.
John Deere Plow Co., Ltd., Calgary, Alta.
John Deere Plow Co., Ltd., Edmonton, Alta.
John Deere Plow Co., Ltd., Lethbridge, Alta.
Con. Wagon and Mach. Co., Salt Lake City, Utah
Bristol & Gale, Chicago, Illinois



The "BT" Stanchion

Write to-day for our
new Catalogue and
secure the exclusive
Agency for your district

Wait for the "BT" Man

During the next few months our travellers will canvas the West, appointing Agents for the coming year. If you are open to take hold of a good side line, here is a chance to increase your profits considerably :: :: :: :: :: :: :: :: ::

The "BT" Line includes :

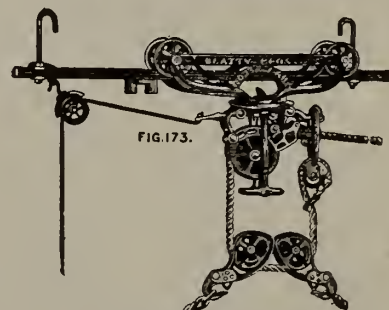
LITTER CARRIERS
STANCHIONS
RACK CLAMPS

STEEL STALLS
HAY TOOLS
SLINGS, etc.

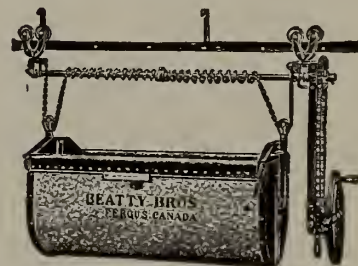
It is a clean line. You have no second-hand stuff to dicker with and the profits are large :: :: :: :: :: :: :: :: ::

BEATTY BROS.,
Brandon, Man.

Head Office and Factory : **FERGUS, Ont.**

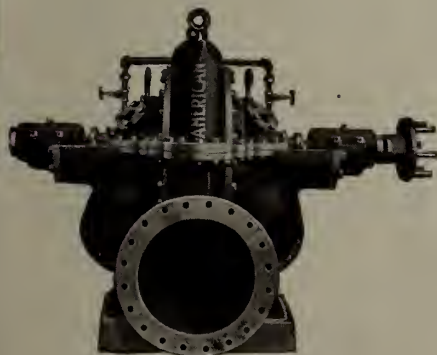


The "BT" Sling Car



The "BT" Litter Carrier

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

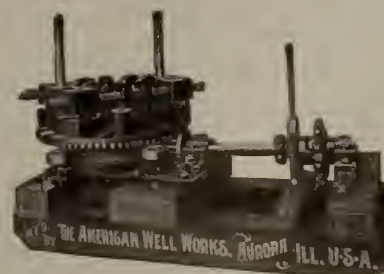
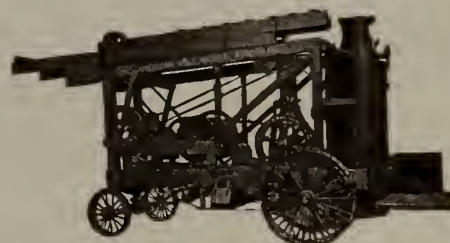
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, **AURORA, ILL., U.S.A.** Chicago Office, First National Bank Building



Dominion Fair at Regina

The Dominion Fair, held this year at Regina, proved very successful, and amply rewarded the strenuous efforts of L. T. McDonald, secretary-manager, to put on a record-breaking show.

This gentleman, working in co-operation with the business men of the town and a special committee, was preparing for the Dominion Fair several years beforehand, and it is no doubt owing to the strong and enthusiastic team work thus devoted to the Fair that it proved a success.

The Fair depended largely on its agricultural features for its attractiveness, and these were without any exception highly satisfactory and pleasing. The live stock alone made it well worth the time of any interested person to spend several days inspecting the splendid collection

of horses, cattle, swine, poultry, etc.

The buildings at Regina are notably well fitted for their purpose, and gave ample accommodation for the exhibits and visiting public. The provincial exhibits displayed by the governments of Saskatchewan, Alberta and British Columbia were very much admired for the realistic way in which the typical features of life in these provinces were portrayed. Local districts, such as Indian Head, Lumsden, Moosomin, etc., also made creditable displays of their natural products.

Not to be outdone by Winnipeg, Regina secured the services of the aviator "Lucky" Bob St. Henry, who made successful flights in a Curtiss biplane. The other amusement features were

good, and the racing programme provided excitement for lovers of that sport.

Implement dealers, manufacturers and jobbers of farm machinery were very much in evidence at the Fair, and a comprehensive display of steam, kerosene and gasoline tractors was to be seen, in addition to threshing and plowing outfits and the various implements of the prairie farmer. Following we present a brief summary of the agricultural machinery shown at the Fair:

Entering the machinery shed from the west, the I. H. C. had a space of about 60 ft. by 100 ft., in which they made a most creditable display, consisting of two 45 h.p., one 25 h.p., one 15 h.p., and one 20 h.p. gasoline tractors, also a line of hopper

cooled stationary engines from 1 to 6 h.p. One Goodison separator, 28 by 42, one Aultman Taylor separator, 27 by 42, 5 and a 10 furrow P. & O. engine gang, walking wheel plows, an Oliver 5-furrow engine gang, and horse plows. Vessot grinders in various sizes, Corn King and Clover Leaf manure spreaders, Steel King, Hamilton, Chatham, Petrolia, Old Dominion, Bettendorff, Columbus and Webber wagons, Old Dominion and Hamilton democrats. An I. H. C. auto wagon, Deering and McCormick binders and reapers were shown in operation. Dairy Maid and Blue Bell cream separators completed the exhibit. The arched entrance was tastily decorated with Deering and McCormick twine in the ball and unspun, and space was reserved in the centre of the display for a rest room, where all visitors were made welcome.

The Tudhope, Anderson Co. had the adjoining space, where our old friend, Joseph Bryan, presided, extending a hearty welcome to the company's many customers and friends. The following goods were well displayed: An Emerson 10-furrow engine disc plow, Emerson disc harrow, Emerson 6-furrow independent mould board engine gang and a full line of Emerson horse wheel and walking plows. Emerson mowers and reapers, and a full line of Tudhope vehicles, also the Noxon line, consisting of binders, mowers, rakes, disc harrows, a combination stock rack and grain tank. Fish and Tudhope-Anderson farm wagons and a Peerless truck were on view, and in another part of the grounds this concern had an Everitt roadster and two touring cars.

The Massey-Harris Co. was next in line with seven Olds gasoline engines varying from ½ h.p. to 12 h.p., a 5½ ft. cut reaper, Verity sulky and gang plows, 6, 8 and 12 furrow engine gangs. A Bain farm wagon, Massey-Harris cream separator and an 8 ft. binder with a new Liskeard self-stoker attached completed this exhibit.

Goold, Shapley & Muir, of Winnipeg and Calgary, had a 45 h.p. gasoline tractor, 3, 6 and 8 h.p. horizontal stationary, also 2½ and 1½ h.p. upright gasoline engines. Steel batch concrete mixers and an assortment of Maple Leaf Grain Grinders, wood saws, iron pumps and 8 ft. Imperial windmill completed their display.

Julius F. House, Toronto, de-

"Flour City" Tractors

Carry off Two Gold Medals in the 1911 Winnipeg Motor Contests

WINS GOLD MEDAL IN THE GASOLINE CLASS
WINS GOLD MEDAL IN THE KEROSENE CLASS



Flour City 40 Kerosene Tractor hauling eight bottoms at the Winnipeg Agricultural Motor Contest

The superiority of the "FLOUR CITY" TRACTOR has again been vindicated under a most severe test at the Winnipeg Motor Competition. Against a large field of competitors it upheld its record of 1908 and 1909 as a Gold Medal Winner and proved itself the leader of an aggregation of farm tractors, such as has never before been witnessed.

The winning of the Gold Medal by the "FLOUR CITY" Tractor in the Kerosene class at this contest demonstrated clearly that it takes more than a "name" to make a successful machine. The "FLOUR CITY" took the field against eight other tractors of different makes and distanced all engines, regardless of their power or design.

"FLOUR CITY" TRACTORS are equipped with four cylinder, vertical engines of the automobile type and have won the Gold Medal four times in the four years that these contests have been held—a sweeping victory for this type of engine which stamps the "FLOUR CITY" as the highest development of a Farm Tractor.

Our Agency contract will make you money.

Send for Catalog.

KINNARD-HAINES CO., 830 44th Ave., North,
Minneapolis, Minn.

Dominion Agents: **Ontario Wind Engine and Pump Co., Ltd.**
TORONTO **WINNIPEG** **CALGARY**

Dowagiac Drills & Seeders
Are the Leaders
HERE ARE MANY REASONS WHY YOU SHOULD KNOW
ASK US NOW DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH.

monstrated one of their combined cold tire setters and shears.

The Kramer Co., of Paxton, Ill., and Winnipeg, came next with a number of their rotary harrow plow attachments.

Morris Improved Beading Tool Co., of Regina, had one of their flue calking tools in operation.

Maytag Co., of Winnipeg, had on view a Madison Kipp oil pump, Perfection wagon dump rack, Ruth and White Wing feeders, Maytag power and Pas-time hand washing machines, and an acetylene gas head light.

The Manitoba Windmill & Pump Co., of Brandon, displayed five 1½ h.p. gasoline pumping engines, and the following "Manitoba" gasoline engines: 7 h.p. vertical, five horizontal, one 5½ h.p., a 7½ h.p., a 10 h.p., and a 25 h.p. portable threshing engine. Pumping jacks and other sundries made up the balance of their exhibit.

McCusker Implement Co., of Regina, showed a double reverse disc harrow.

The American Seeding Machine Co., of Winnipeg, displayed Kentucky, Superior and Hoosier grain drills, and Kentucky press drills. Superior wheel disc harrow, Janesville one, two and three furrow gang plows. Hallock weeder and their celebrated four horse eveners were also shown.

Brydges Engineering & Supply Co., of Winnipeg, exhibited a twelve h. p. suction gas producer plant, including engines and pumps, and one 8 h.p. horizontal kerosene engine.

Craftsman Ltd., of Regina, showed one of their special row boats and a four h.p. gasoline launch.

The National Grain Stooker Co., of Winnipeg, had one of their automatic grain stokers in operation.

Christenson Harrow Attachment Co., Kenware, N.D., had a couple of their plow harrow attachments displayed.

Regina Windmill & Pump Works showed Cameron grain elevators, wood and iron pumps, 8 ft. Woodstock windmill and grain grinders.

Dominion Specialty Works, of Winnipeg, had one of their automatic grain picklers in operation.

Cuddy Steering Device Co., of

Winnipeg, showed one of their steering devices attached to an I. H. C. engine, demonstrating its utility.

The outdoor exhibit was a very large one, covering several acres. Commencing at the eastern gate, the Hart-Parr Co., of Portage la Prairie, were showing one double cylinder, 45 brake h.p. kerosene tractor, a 30 brake h.p. double cylinder kerosene engine mounted on a three wheel spring truck, and operating a Geo. White & Sons new Challenge separator.

Geo. White & Sons, of Brandon, and London, Ont., showed two 25 h.p. simple steam traction engines and three separators, one 30 by 52, one 40 by 66 and a 36 by 60.

The Listowel Drilling Machine Co., of Listowel, Ont., had a steam well drilling machine and a gasoline well drilling machine with attachments for same.

The Pioneer Mfg. Co., of Winona, Minn., had one of their four cylinder double opposed horizontal 30 h.p. tractors operating a "Yellow Fellow" separator.

Haug Bros. & Neller-moe, of Winnipeg and Regina, displayed a 30 h.p. undermounted Alberta Special plowing engine operating a 32 by 54 "Yellow Fellow" separator, 40 h.p. Alberta Special running a 42 by 64 "Yellow Fellow" and 20 h.p. Alberta Special operating a 28 by 48 "Yellow Fellow." An Avery dump wagon and a line of thresher accessories made up this exhibit.

Burridge-Cooper Co., of

Winnipeg, showed the following Geiser tractors: one 4 cylinder, 50 brake h.p., one 4 cylinder, 40 brake h.p., and a 33 by 50 Geiser sieveless separator with full attachments.

Sawyer-Massey Co., of Winnipeg, showed a Sawyer-Massey 35 h.p. simple rear mounted engine, a 25 h.p. Sawyer-Massey simple plowing engine, a 27 h.p. Sawyer-Massey operating a 36 by 60 separator, a 70 h.p. Ohio gas tractor, a British Colonial (Marshall) 4 cylinder 70 brake h.p. gasoline tractor operating a 40 by 64 Great West separator, a Sawyer-Massey 4 cylinder, 50 brake h.p. gasoline tractor operating a 32 by 50 Daisy separator, a Sawyer-Massey steel road grader, and a Junior road grader.

The Gaar-Scott Co., of Richmond, Ind., and Winnipeg, had a large display, including four steam engines in operation, an 18 h.p., a 25 h.p. double, a 33 h.p. twin tandem compound with special extension rims for plowing, and one Gaar-Scott four cylinder 80 brake h.p. gasoline tractor. Three separators 28 by 40, 33 by 52, and 40 by 64 were also on view.

Reeves & Co., of Columbus, Ind., and Regina, exhibited one 40 h.p. compound Alberta steam engine, one 32 h.p. simple Alberta special, one 25 h.p. cross compound Alberta Special and one 20 h.p. cross compound. Reeves separators, 40 by 36 and 28 by 48, and two engine gang plows, hand and steam lift completed this display.

Nichols & Shepard, of Battle Creek, Mich., and Regina, had a 35 h.p. double steam engine operating a 44 by 64 Red River Special separator, 30 h.p. single cylinder operating a 22 by 36 Red River Junior and 25 h.p. double cylinder operating a 32 by 52 separator.

M. Rumely Co., of La Porte, Ind., and Regina, made a large display, consisting of two 15 h.p. and one 30 h.p. Oil Pull tractors, the latter operating a 34 by 56 separator with full attachments. A 36 h.p. simple steam engine operating a 40 by 64, a 20 h.p. double general purpose steam engine and two 15 h.p. Oil Pull engines demonstrating an engine hitch. One of these was pulling 48 sixteen inch disc harrows, and a number of sections of steel drag harrows; the other engine hauling three 20 disc Sylvester drills.

The Waterloo Mfg. Co., of Portage la Prairie, showed a 25 h.p. simple traction engine running a 36 x 56 Manitoba Champion separator and a 16 h.p. engine operating a 28 by 42 separator of similar make. A 30 h.p. plowing engine was also on view.

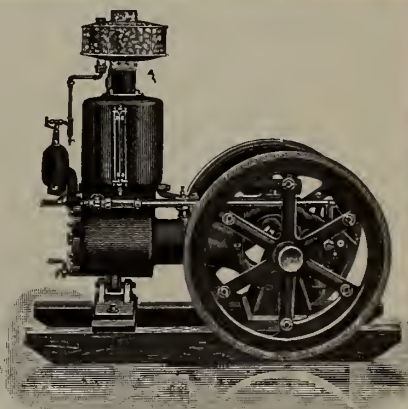
American-Abell Engine & Thresher Co. exhibited one 26 h.p. simple steam plowing engine, a 20 h.p. Universal Farm Motor and a Toronto Combination separator, 36 by 60. A 28 h.p. simple plowing engine operating a 32 by 56 Toronto combination separator completed this exhibit.

Gas Traction Co., of Winnipeg and Minneapolis, exhibited two

More Dealers Have Made More Money Selling Our Goods Than Any Other Line-- And More Will. Will YOU Be One?



We Manufacture and Deal in
Windmills, Well Drilling and
Boring Machinery, Stickney
Gasoline Engines 1½ to 20
H.P. Stationary or Portable.
Water Towers, Elevated
Tanks, Fire Engines. Steel
Flag Staffs, Toronto and
Aylmer Pumps, Tanks in Steel and Wood.



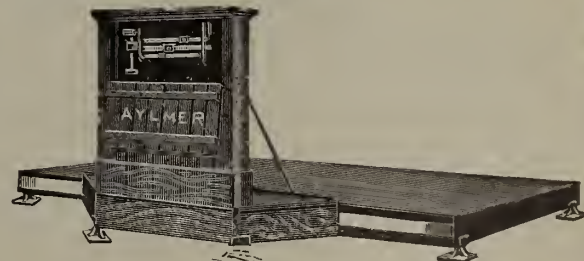
FLOUR CITY TRACTORS

(Awarded TWO Gold Medals out of a possible THREE at the Winnipeg Contest). The 1911 Model is sure a Winner.

Grain Grinders, Saws, Feed Cutters, Watering
Troughs and Basins, Eagle Steel Lawn
Swings, Pipe, Belting, Hose,
Hydraulic Rams, Well Casing

AYLMER PITLESS SCALES

Going like Hot Cakes—Get this Agency quick.



Aylmer Pitless Scale

There is some territory open for live Dealers, and we suggest that you write us TO-DAY for our proposition. It will interest you.

ONTARIO WIND ENGINE & PUMP CO., LTD.

WINNIPEG

TORONTO

CALGARY

Business for Sale

Oldest Established Farm Implement Business in Edmonton. Will lease portion of premises to purchaser if desired.

APPLY TO

THE BELLAMY CO.

Cor. Rice and Howard

EDMONTON, ALTA

"Big 4" 30 h.p. four cylinder gas traction engines.

Buffalo Pitts Co., of Buffalo, N.Y., and Moose Jaw, Sask., had a 30 h.p. 3 cylinder three wheel mount gasoline traction engine and two steel frame Niagara second separators, 28 by 62 and 30 by 50.

The Canadian Fairbanks Co., of Winnipeg, Saskatoon and Calgary, exhibited the following gasoline engines: one 25 h.p. traction, two 25 h.p. portable, one 8 h.p. horizontal, two 6 h.p. horizontal, a 2 and 4 h.p. vertical, A platform scale, and a Sparta No. 30 well drilling machine completed this display.

The Ontario Wind Engine & Pump Co. exhibited Stickney gasoline engines ranging from 1 3/4 h.p. to 16 h.p., namely, one 1 3/4, one 5, four 7, one 10 and portables of 7 and 16 h.p. Flour City gasoline and oil tractors of 20, 30 and 40 nominal h.p., Climax drilling machine operated by 7 h.p. Stickney engine. Grain grinders, well augers, pitless and truck scales, and Aylmer tanks completed this display, which was under a large tent.

The Calgary Mfg. Co., of Calgary, had one of their Carrigan Lever Gates and C. P. automatic wagon brake in operation.

The Winnipeg Steel Granary and Culvert Co., of Winnipeg, had one of their granaries and some culvert sections on display.

The Winnipeg Ceiling & Roofing Co., of Winnipeg, had an exhibit of their well cribbing, gasoline tanks, corrugated galvanized grain tanks, metal culverts and roofing.

Canadian Swensons, of Lindsay, Ont., had on view a steel cable stump puller and a grubbing machine, also a Glide road scraper.

The Stewart Sheaf Loader Co., of Winnipeg, had a stook and sheaf loader on exhibit.

Gus Peach Foundry Mfg. Co., of Le Mars, Iowa, and Regina, had a telephone post hole digger and two power well drills, also a well auger.

Western Corrugated Culvert Co., of Saskatoon, Sask., had a galvanized granary, culverts, oil and water tanks on exhibit.

British Canadian Tractors Ltd., of Saskatoon, Sask., exhibited two 2 cylinder, 15 h.p., and one single cylinder, 7 brake h.p., general purpose farm tractors. These engines were fitted with three speeds from two to six miles per hour. They also had a small grain separator, which, it was claimed, was the correct size for these engines, and a whole wheat flour mill with a capacity of 36 barrels per day manufactured by E. R. & F. Turner, of Ipswich, England.

The Metal Shingle & Siding Co., of Preston, Ont., had one of

their galvanized metal granaries on show.

Beatty Bros., of Fergus, Ont., and Brandon, had on display in their tent litter carriers, hay track with fork and slings, a complete steel stall and an improved adjustable manger.

Gray-Campbell Co., of Moose Jaw and Winnipeg, had an exhibit under the grand stand of their cutters, carriages, fanning mills, scales, kitchen cabinets, etc.

Cream Separators at the Dominion Fair.

Cream separators were shown in the splendid new dairy building just west of the grand stand. The building was large and airy and the beautiful beds of flowers surrounding it gave it a most attractive and inviting appearance.

The De Laval Separator Co., of Winnipeg, occupied a very tastefully decorated booth where they displayed seven of their hand separators varying in capacity from 135 lbs. to 1,350 lbs. per hour.

R. A. Lister Co., of Winnipeg, showed five Melotte cream separators varying in capacity from 400 to 750 lbs. per hour.

The Premier Separator Co., of Winnipeg, displayed three of their new Premier machines varying in capacity from 350 lbs. to 800 lbs. per hour.

In the south-west corner of the building, in a booth resplendent with red, white and blue bunting was the exhibit of the Sharples Separator Co., of Winnipeg, who had five machines on display varying from 300 to 600 lbs. per hour.

Five Magnet separators were shown of 400 lb. capacity, and the National Mfg. Co. had six of their machines displayed.

The Cream Separator.

This little machine is one of the real profit producers of the dairy. It saves time, labor and butter fat.

The old methods of setting the whole milk in pans and waiting for the cream to rise consume lots of time and are wasteful.

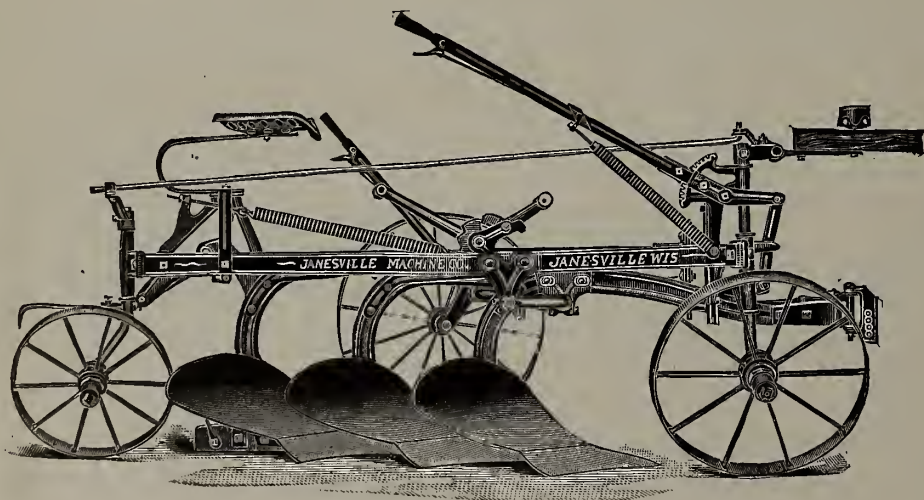
A good cream separator gets all the butter fat within one-tenth of one per cent. and requires little time and labor to operate.

In addition, separator skim milk is more suitable for feeding to the calves and pigs. It can be fed before it sours.

If the dairyman delivers his cream to the creamery, the milk does not have to be hauled to the factory where the skim milk is often spoiled for feeding purposes by being infected with disease germs.

The skim milk separated at home is clean, sweet and uncontaminated.

Janesville Riding Plows



¶ Are specially constructed for the needs of the Western Canadian farmer.

¶ This is not simply a printed statement, but an investigation will convince any one it is a fact.

¶ Some of the special features we have given attention to are:

First—Strength and Rigidity so as to stand the hard knocks of a new country.

Second—The way we attach our beams in the frame; you drop the plow bottom point first when lowering and bring it up point first when raising. This enables you to plow in very hard ground.

There are many other features we would like to tell you about but you must see sample plows to fully understand the value of these improvements.

These plows will satisfy your customers and make you money

Manufactured by

The Janesville Machine Co., Janesville, Wis.

Canadian Sales Agents:

American Seeding Machine Co., Winnipeg, Man.

(Incorporated)

The Care of Cream

By C. A. Lee, of Illinois Agricultural Experimental Station.

As soon as the cream is separated, it should be cooled to the temperature of the well water. Stir occasionally while cooling in a loosely covered can. Never mix warm cream with cold, but cool each skimming before mixing with the cream already on hand.

Deliver the cream at least three or four times a week in summer and two or three times a week in winter. Do not think because it is sweet that it is in good condition and need not be delivered.

The best cream is usually received when the farmer delivers it himself, when each farmer's cream is delivered at the creamery or shipping stations in separate cans. During transportation the cans should be protected with a cover, a wet blanket in summer and a dry one in winter. If the cream is gathered by a cream hauler and your cream is mixed with your neighbor's, see that it is thoroughly stirred before a small sample is taken for testing.

Most farmers would deliver a better grade of cream if they had a suitable place for keeping it until it is delivered. No one should attempt to keep the cream in the cellar or in a large tank of

water where the daily pumping is not sufficient to keep it cool. If a suitable place cannot be built in a well constructed milk house, the following arrangement answers the purpose quite well:

Caring for the cream at the proper time by any of the methods given below will result in very little souring at the end of two days.

Make a small water-tight box of two-inch material and of sufficient size to hold all the cream cans necessary in handling the cream. This box should have a tight-fitting cover and be divided into sections by means of rods which will prevent single cans from upsetting when left alone in the tank. The best place for this tank is in the milk house. It may be placed between the well pump and the stock watering tank, and in that case another box or small house should be built over it for protection. All the water pumped for the stock should flow through this tank, the inlet discharging near the bottom, which will force all the warm water out first. The overflow pipe should have one-half inch larger diameter than the inlet in order that the water may be freely carried off. The

water in the tank should be of sufficient depth to immerse the cans within two inches of the top.

Another place that would be suitable for holding cream should be built inside the watering tank or an ordinary empty kerosene barrel may answer the purpose. Burn out the oil and bore for the water inlet and outlet between the second and third hoops from the top. Make connections the same as for the box, but be sure the inlet water pipe is extended nearly to the bottom. It is a good plan to bore one-inch holes between the first and second hoops from the top and place rods through them, so that the cans will not float when partly filled. Shelter this barrel the same as you would the box, remembering to change the water in the box or barrel often enough to have it reasonably cold, so that the cream may be kept at nearly the same temperature as the water from the well.

Dairying and Prosperity.

Mixed farming is essential to the general prosperity of any farming country. If the staple crop is poor, due to unseasonable weather, the farmer has something to fall back upon. When we speak of mixed farming, we

usually mean dairying and here again mechanical art has revolutionized conditions. The centrifugal cream separator and the Babcock milk tester are the foundation upon which modern dairy science is founded. The Babcock milk tester makes it possible to determine accurately the amount of butter fat in milk. All creameries now buy milk in accordance with the readings of this instrument. The cream separator is a great labor saving machine. There is no setting out the pans of milk to allow the cream to rise, no mass of pans to wash and time spent in skimming the milk. Moreover, it saves more of the cream than was possible under the old gravity system. It is estimated that the saving to the farmer over the old methods, through using cream separators, is from 30 to 50 per cent. The farmer now hauls cream to the creameries and feeds the skim milk to his stock at home.

The milking machine is another labor saving device which is applied in dairying, and if it proves as successful as it bids fair to do, will remove the one great barrier to extensive dairying in this country, that is, the milking of the cows. These machines operate upon the vacuum principle and are reported as being quite successful by some, while others do not like them.

There is only one sure foundation for building up a profitable and enduring separator trade—that is the De Laval Cream Separator



THE DE LAVAL is so much better made, better known and better advertised than any other cream separator, that any live dealer with the DE LAVAL contract, backed up by the splendid selling aids placed at his disposal by the DE LAVAL Company, can easily secure and hold the bulk of the separator business in his locality.

No "Loading." Protected Profits. Easy Sales.

Agency Applications Cordially Invited.

The De Laval Separator Company

14-16 Princess Street, WINNIPEG, Canada.

Manufacturers' Terms

By F. H. Bateman, during a Convention Address.

This is a subject that is very largely discussed and upon which a great amount of thought has been placed, because it is a well known fact that agricultural implements are sold by some manufacturers on longer terms than any other manufactured product. In this respect, the manufacturer is asked to take the worst end of it although payment for the materials which he purchases must be made on a 30 day basis. This will give you somewhat of an idea of the amount of capital a manufacturer must have in order to be successful and to produce the goods when the trade demands them. Think of the large amount of material and labor represented in implements that will not be shipped until next spring and summer, and for which payment has already been made. It is the manufacturer who must take the risk in making up these goods and finding a market for them when the season comes for their sale and in the event that the season proves poor, those goods must be carried over a whole year; different from ordinary hardware and many other articles, the season for which is on at least semi-annually. To your mind, then, is it any wonder that the agricultural implement manufacturers must watch every point of their business and must ask a fair profit for their implements? Is it any wonder to you that all agricultural implement manufacturers do not succeed but some fail, is it always wise for you to buy of the manufacturer, whose goods have no other recommendation than cheapness? Had you not better pay a fair profit than buy at such a low figure that you may help to cause the downfall of the manufacturer? Oh! the large number of good implements which are thrust in fence corners all over this land of ours because of the failure of the manufacturer and hence the inability of the farmer to obtain the necessary repairs in order to make the implement work. The farmer had better pay 50 per cent. more for a tool than be required to abandon the use of a good implement for the need of a trifling repair. I know a farmer in South Jersey who was so well pleased with a certain tool that when he found it impossible to obtain the repairs for it, he advertised in the farm papers for the tool and upon finding two such tools in Alabama he purchased them at a comparatively high price in order that he might obtain from them the necessary repair parts and not be required to abandon the use of this implement. It is a question just how long the agricultural implement manufacturers will consent

to make the terms which some of them do and we recommend that you shorten your terms with the farmer because there is no telling how soon you may be asked to settle for your implements on the same terms as your hardware and other supplies.

Rust in Wheat.

It is admitted that there are some fields slightly affected with rust in the Canadian West, although the percentage is too small to have any appreciable effect on the yield as a whole. The following particulars as to this fungoid growth may be of interest to our readers, and are from the pen of W. F. Brown, Farm Specialist of Oxford, Ohio:

Rust is sometimes more injurious to wheat than its insect enemies. Years ago it was learned that certain plants were largely responsible for the spread of rust on wheat. The year book of the U.S. Department of Agriculture for 1904 gives an account of the discovery that the spores of barberry rust will spread to adjoining wheat fields; and so destructive is this rust that laws were passed in some states requiring the destruction of barberry hedges. By this measure that particular form of rust was greatly reduced. A good many years before this was published by the Department of Agriculture, this fact came under my observation and barberry bushes that were highly prized were sacrificed. These bushes had been brought from the old home in the east and were not only ornamental, but a tie between the old home and the new. Continued outbreaks of rust in wheat fields near these bushes led to the discovery that they were the cause of the trouble. Several years later the same rust appeared in a neighbor's fields and search brought to light the fact that birds had carried seed to a wood lot some distance from

the original shrub, and these had grown into bushes that were again spreading this destructive rust. A peculiar fact about this rust on the barberry is that it does not injure the barberry plant, but does greatly injure the wheat plant, producing first a red rust on the blades and later a black rust. The great epidemics appear as red rust. If the season is moist the plants are overwhelmed by the rapid spread of this disease. In climates where the red rust on the wheat plants cannot withstand the winters, but must be carried over on its host, the barberry bush, it is only necessary to get rid of the barberry bushes in order to eliminate its ravages, but where it lives over winter in the fields, the wheat is more or less infected each season.

Fungicidal treatment for rusts has so far proved of little value. The best work being done is the effort to produce rust resisting varieties through selection and hybridization.

Power and the Plow.

Power and the Plow is the title of the most complete volume of information on this subject yet published. The authors are L. W. Ellis and E. A. Rumely, both well-known authorities on the various phases of agricultural engineering. The book before us is tastefully bound and comprises 315 pages, profusely illustrated in line and half tone, and the letterpress leaves nothing to be desired. The field covered is a very wide one, and deals with every application of power to that most important of all farm operations—plowing. The authors trace at some length the early history of the plow, pass through the various stages of development, and bring the reader right up to the present day, and the advent of the internal combustion tractor. Steam, gasoline and kerosene engines for tractive purposes are thoroughly discussed and described, together with both disc and mold-board plows. Many useful

tables and formulae are included, and the book is one which no plow engineer, scientific farmer or student can afford to be without.

Implement dealers should be specially interested in this book, for a careful study of its pages will put them in possession of facts which are bound to be of great use in presenting to their customers the advantages of traction farming.

Copies can be obtained through this office or from the publishers, Doubleday, Page & Co., Garden City, New York, price \$1.50.

Electric Process of Seasoning

A British technical paper gives the following description of a new process of seasoning wood by means of the electric current in France:

A large tank is filled with a solution containing 10 per cent. of borax and 5 per cent. of resin, with just a trace of carbonate of soda. In the bottom of the tank is a lead plate which is electrically connected to the positive pole of the dynamo. The timber to be treated is stacked on this plate, and when the tank has been filled another plate is superimposed and connected to the negative pole of the dynamo. When the current is switched on it passes through the stack of wood between the two plates, and in its passage it is said to drive out the sap in the timber and deposit borax and resin in its place, completely filling up all pores and interstices. When the process is completed the timber is removed and dried, after which it is ready for use. It is claimed that the timber submitted to this treatment, no matter how green it may be, becomes completely seasoned.

Prizes for the Youngsters.

Dr. Robertson, president of the Canadian Seed Growers' Association, will give a handsome gold medal to the Manitoba boy or girl who exhibits the best sheaf of wheat and gallon of threshed grain at the next Provincial Seed Fair in Manitoba.

The rules governing this competition are as follows:

1. Any boy or girl not less than twelve or more than eighteen years of age, is entitled to show an exhibit of wheat or oats, and to compete for special prizes offered by the Canadian Seed Growers' Association at the next Provincial Seed Fair, which will probably be held at Brandon, during February, 1912.

2. The exhibit shall consist of the following material: A sheaf of wheat or oats as the case may be, composed of a sufficient number of plants to make a compact sheaf approximately 8 inches in

Watch this Page

You will see on this page, in our next issue, a half page advertisement describing the New Gilson 60 speed Gasoline Engines

**Empire Cream Separator Co.
of Canada, Ltd., WINNIPEG.**

diameter. These plants are to be selected by hand from the standing crop, and must show the full length of straw (roots not included). In addition to this sheaf a gallon of threshed grain from the same field or plot is called for.

3. A card must also be attached to each exhibit, giving the name of the exhibitor, her or his address and age. The name of the variety of grain shown must also be given.

4. In placing the awards the judge will consider the following points: (a) Type and uniformity of head; (b) character of straw; (c) quality of grain in the heads; (d) quality and uniformity of grain in the sample.

5. All exhibits will be arranged free of charge, and at the close of the fair will be returned to the various exhibitors if so desired.

The prizes are as follows: Section 1. Wheat (any spring variety), 1st, \$4.00; 2nd, \$3.00; 3rd, \$2.00; 4th, \$1.00. Section 2. Oats (any white variety), prizes identical with those for wheat. In addition to the above prizes, Dr. Jas. W. Robertson will give a handsome gold medal for the boy or girl obtaining the highest score with wheat.

Any further particulars will be gladly furnished by F. H. Reed, Dominion Seed Branch, Regina, Sask.

Be Prepared for Fire.

By A. Lindback, Fire Commissioner.

People are more or less apathetic regarding fires and have to learn by experience instead of teaching and hence omit to make preparation to cope with a fire when it does overtake them.

Thousands of dollars would be saved if we would use a little forethought and caution instead of taking it for granted that because we have never had a fire, we are not likely to have one. Depending on the fire department or neighbors alone for help when the fire does come, has in an incredibly short time destroyed precious values, when if preparation had been made to deal with the fire in its incipency, a pail of water would have obviated any material loss.

A fire starts in the roof either from the chimney or by sparks from others, when for the want of a ladder nothing can be done until it has had time to get beyond control.

In a farm-house kitchen or any other kitchen, there should be a bucket kept full of water with which to stay a starting fire; the bucket used for water for cooking and drinking is full less than half the time and is likely to be empty when wanted. Fire buckets are made with round bottoms and held up by a shelf with a hole in it, or hung on a hook;

one cannot put to any other use a bucket that cannot stand on its bottom, hence it will not be removed from its place. In winter salt put in the fire bucket will keep the water from freezing.

The most effective piece of apparatus for putting out a starting fire is one of the metal tanks known as "Carbonic Acid Gas Extinguishers," which are seen in nearly every fire department wagon. They hold two bucketfuls of water and have a diameter one-third their height. At the top of the tank is a piece of hose a yard long. When the tank is ready for use sulphuric acid is spilt from a bottle in its top into a cupful of baking soda. When these two get together soda water is formed under a pressure that will throw the water and gas in the tank forty feet, or into enclosed places, which could not be reached with a water bucket.

The gas carried by the water also helps greatly in smothering and checking a starting fire.

A Correction.

The R. A. Lister Co., of Winnipeg have called our attention to an error appearing in our August issue, in which we stated that this company had on view "Premier separators at the Winnipeg and Brandon Inter-provincial Fairs. The company inform us that they do not handle any other cream separator but the "Melotte," the "Premier" being handled by another concern.

Bobby: Honest, is there twins at your house

Tommy: Honest! An' they're just alike.

Bobby: Built jest the same, or are they rights and lefts?

Sheet Metal Building Materials

INCLUDING

"Galt" Steel Shingles, Sidings and Corrugated Sheets,

Can be sold by every implement dealer. For agency write

Nobbs & Eastman, 839 Henry Ave. Winnipeg, Man.

WESTERN DISTRIBUTORS FOR

Galt Art Metal Co., Limited, GALT, O N T.

IT'S A WIDE, WIDE WORLD BUT YOU'LL TRAVEL VERY, VERY FAR BEFORE

You locate a GASOLINE ENGINE that will do your work as quickly, as economically, and as well in every respect as the

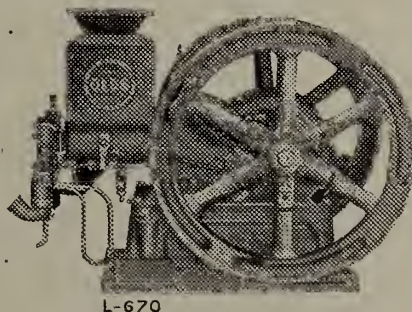
MASSEY-HARRIS "OLDS"

The simplest Gasoline Engine on the market in construction and operation

MIXER

No moving parts. Nothing to wear or get out of order. No pump to give trouble.

Engine is built with heavier construction at those points where needed and where there is heaviest strain.



L-670

GOVERNOR

Always under control. Impossible for engine to get beyond control.

IGNITION

The most satisfactory system ever devised. Fires charge always at such time as to obtain maximum power.

Engine starts as easily in winter as in summer. No delays.

So easy to operate that a boy can do it perfectly.

MASSEY-HARRIS COMPANY, LIMITED

USE THE MASSEY-HARRIS "OLDS"—AND DO IT RIGHT

The Tractor or the Horse.

L. W. Ellis, the well known expert on traction farming, read an interesting paper before the Gas and Gasoline Engine Association recently at Ohio. Mr. Ellis said in part:

"Properly handled, working about six hours a day, well and carefully fed, a horse may have a working life of ten years of 1,000 hours each. Where used on street car systems, his life of usefulness is from two to four years.

"The average farm horse will do well to develop 500 horse power hours per year or 5,000 in ten years. A tractor, carefully looked after, would probably double this for each rated horse power.

"About 20 per cent. of the horse's weight may be taken as his maximum sustained draft, and six to eight miles per hour his maximum sustained speed for anything more than an hour or so per day. The draft horse ordinarily gives the largest volume of work per day at about one-half his maximum load, and one-third his maximum speed.

"One reason for this great flexibility of the horse is the fact that he works most economically at about one pound of draft for ten pounds of weight, or from 50 to 20 per cent. of the rate he can exert in a pinch. The horse would not last long if he ran at or near the maximum working power, while the traction engine is made to run at nearly full load the entire time. In the motor contests at Winnipeg last year the gas tractors exerted one pound of draft for four and one-quarter pounds of weight on a good sod footing, and for six pounds of weight on a soft dirt and gravel course.

"The average horse develops one useful horse power for 1,500 pounds of weight. Nine of these tractors, which completed all the tests, developed one brake horse power for 465 pounds of weight, and under both good and bad footing one tractive horse power for 922 pounds of weight.

"The horse needs a drink and food after every seven to eight miles of plowing, but of course can be forced to go a greater distance. Some of the best known gas tractors could go from ten to fifteen miles under full load if it were possible entirely to empty the fuel and water tanks without stopping. Actually they need water about as often as a horse. Others of different type could go from 15 to 20 miles without fuel and several times that without water, with their present tank capacity.

"One man in a field may handle four to six horses, developing from two and one-half to four and one-half horse power. Two men on a gas tractor will handle an outfit doing from 10 to 20 times the work. To care for a traction engine doing the work of 25

horses requires approximately the same time in the course of a year as to care for one horse. The cost of a building for sheltering a 25 horse power tractor is approximately ten per cent. of that required to shelter 25 horses and their food supply for a year. The fuel for a gas tractor occupies about two and one-half per cent. of the space required for the feed of 25 horses.

The day can be foreseen when the farmer will want two tractors; one a massive engine for rapid, heavy work, the other a light nimble motor for cultivating and other light tasks. He has never expected the same horse to draw both the heavy plow and the light road wagon, at a wide range of speeds. Neither should the builder of a gas tractor expect seriously to compete with all classes of horses by offering a machine half automobile and half traction engine."

Brandon,

E. B. Gass, of Saskatoon, agent for the International Harvester Co. of that city, has been appointed agent of the company in Brandon to succeed Mr. J. C. Hyndman, who has been appointed general agent for the company in France. The company has inaugurated a new policy regarding its development in France, which hitherto has been in the hands of commission agents. In the future it will have a head office for France, and Mr. Hyndman will be manager. He will appoint agents through the country, so that farmers will be able to deal with the company direct. If the business warrants it, factories will be established later to manufacture the machinery needed. Mr. Hyndman will leave for his new place of residence some time this month.

The International Harvester Co.'s new building on 18th street is almost ready for occupation and presents a very fine appearance. It is four stories high, and in addition has a roomy basement.

E. A. Mott, general manager of the Cockshutt Plow Co., Winnipeg and son, Harold, made a passing visit to our city recently. They were making an auto tour of southern Manitoba, going as far as Killarney, north to Brandon and back to Winnipeg, through Carberry, McGregor and Portage la Prairie. Mr. Mott expressed himself as being pleased with the general appearance of the crops along the line he had covered.

The new C.P.Ry. depot is being pushed along in good shape, the concrete foundation being finished and ready for the stone work, and it is expected that it will be completed at the stipulated time, namely January 15th. The mainentrance will be from 10th

street, two stories showing above Pacific avenue, while from the north side the building will show three stories.

The Canadian Northern Hotel, the Prince Edward, is expected to be opened on the first of January, and the depot and offices some time this month. Sir William Mackenzie, president of the company, was here recently and made an inspection of the terminals, and expressed himself as well pleased with the work on the hotel, station and offices of the new division recently established here.

Sir Thomas Shaughnessy, president of the C.P.Ry., spent a night here on his annual inspection. He was accompanied by R. B. Angus, E. T. Galt, W. D. Matthews, and H. S. Holt, all of Montreal.

The contract for the building of the G.T.P. into Brandon has been awarded to Rigby, Hyland and Plumer, contractors of Winnipeg, and the work is to be commenced at once, so that it may be completed by the end of this year. The line will start from Harte station, a distance of 28 miles from Brandon.

The Electric Light Co. are extending their steam heating system through the business part of the city, the City Hall being one of the most recent public buildings to adopt the system.

The big Summer Fair was a great success this season financially, the receipts being \$45,000 and expenditure \$43,000. The expenditures include \$8,000 for new buildings and \$1,000 for debenture interest. This is the first time that anything like such a satisfactory showing has been made, and the manager and directors take it that this year's results show beyond a doubt that the exhibition can easily be maintained as a paying proposition.

The estimates for the year for taxes have been struck at 21 mils, being a reduction of one mil as compared with 1910.

The temperatures for the past month were not extreme, only average heat recorded at the Experimental Farm. Freezing point was reached on the night of the 28th, while on several other nights the mercury was not much above 32. There has been considerable rain, and in some parts severe hail. The Rounthwaite district, 15 miles south of here, suffered a very severe loss from hail, several crops were almost entirely wiped out, and others were heavy losers. The strip covered by the storm is from three to four miles wide by six or seven miles long.

Farmers are beginning to report damage from rust, which will very materially reduce the expected yield reported some weeks ago. Wheat cutting is about through and some threshing has been done, but it is im-

possible yet to form any correct estimate of what the average will be per acre.

Implement dealers report a good business in binders, and a very large amount of twine sold.

A new variety of wheat has been harvested at the Experimental Farm, which was cut five days earlier than Marquis, which is about that much earlier than the Fyfe. It was sown on the 28th April, and was cut on the 31st July, being only 94 days between seeding and cutting. This new wheat is a good sample, and unless there is something freakish about the growth, it will make wheat growing absolutely free from frost.

Our City Council have made a start at paving the streets. They are working at 9th street and will also pave 10th and 11th streets from Pacific ave. to Princess.

Auto Conquers Rough Road.

The tremendous progress being made by the manufacturers of automobiles in perfecting the construction of their machines to meet the roughest and most difficult road conditions has again been forcibly illustrated by the trip from Calgary, Alta., to Cranbrook, B.C., made July 10th-11th, 1911, in an "Everitt" Touring Car, the property of Mr. R. H. Bohart, of Wardner, B.C., and driven by W. H. Einert.

The route traversed leads through Macleod, Pincher Creek, Crow's Nest, Fernie, Elko, Wardner and Cranbrook, and comprises 323 miles of assorted road, including mud, rock and corduroy. The consumption of gasoline was 25 gallons, or one gallon to every 13 miles; of oil, 3½ gallons, while the total running time of 19 hours for the entire distance completes the record of a most remarkable run.

The car in this case was an all-Canadian Everitt, made in Orillia, Ont., by the Tudhope Motor Company, and rated at 30 horse power. The fact that no tire troubles were experienced shows the excellence of the Canadian product, with which all Tudhope cars are supplied. In speaking of this tour, Mr. S. H. Roe, manager of the Calgary agency of the Everitt, says:

"This is the first car that ever went over the pass on its own power. Two others got across, but had to be towed over the summit with teams. The performance made on this occasion should be sufficient to convince any fair minded person that in the Everitt we have a car that is thoroughly reliable, with plenty of power for work in a mountainous district, one that is simple and economical of operation, both as to tire wear and consumption of gasoline and oil."

The Tudhope Anderson Co. are Western Canadian agents for this car.

High Wages for Farm Help.

If any proof were needed that farm implements are indispensable, the following statistics as to wages paid American farm laborers should be conclusive. The figures were prepared by the U. S. Department of Agriculture and indicate that higher wages were paid to farm laborers during 1910 than at any time in the last forty-five years. The average wage for the country was \$27.50 per month during 1910, while twenty years ago they were only \$18.33. With board, the average wage was \$19.21.

In some parts of the country, the rate of wages of farm laborers was higher than in others. The highest was in Nevada, where the rate was \$54, while in Montana and Washington it was \$50. South Carolina paid the lowest, the average was \$21.65.

In the South Atlantic States the average was \$19.75, with West Virginia paying the highest, \$29. With board, the average was \$13.77.

In the New England and North Atlantic States the average was \$33.19, with Massachusetts paying the highest, \$37.20. With board, the average was \$13.777.

In the North Central States east of the Mississippi river the average was \$31.81, with Wisconsin paying the highest, \$37.25. With board, the average was \$22.94.

In the North Central States west of the Mississippi the average was \$35.45, with North Dakota paying the highest, \$42. With board, the average was \$25.10.

In the South Central States the average was \$21.90, with Oklahoma paying the highest, \$28.10. With board, the average was \$15.28.

In the far Western States the average was \$46.48, with Nevada paying the highest, \$54. With board, the average was \$32.69.

In Western Canada the average wage with board is about \$39.00 per month.

To Memory Dear.

A Comedy in Three Acts.

Act 1.—Once upon a time, there were two young men, possibly too young to know just what they were at—let us hope so. This brace of worthies came to Philadelphia and rented desk room for three months, payable in advance (and so paid), in an upper loft of a building in what had once been a business center. They next gave a "carte-blanche order," plus sufficient cash to cover its "carte-blancheness," to a prominent engraver for as handsome a letter heading as he could produce, with the result that what was unavoidably cash to them was as certainly a credit to him. From this truly elegant letter heading

one might learn that Messrs. "Ketcham and Skinner" sold on commission about every kind of produce with which this bounteous earth of ours rewards the moistened foreheads of its sons of toil.

Act II.—To a lengthy and carefully compiled list of dwellers in what, with a playful vagueness, many of us term "The West"—that land of corn, credulity, and of divers other bucolic virtues, there was sent by Messrs Ketcham & Skinner a strictly personal letter, written with a sure enough pen, and in real ink, no facsimile type-written "fake" this, but a genuine "heart-to-heart" plead for consignments of grain, fruits, wool, hides, tallow, vegetables, honey, live stock, etc., on all sales of which an unprecedentedly low rate of commission was to be charged.

Act III —Forthwith upon these thrifty philanthropists there flowed in from every quarter a veritable torrent of produce of all sorts and they quickly had an exceeding great store of this world's goods laid up on various railroad sidings—to linger there "at so much per car per diem? Ah no! quite otherwise.

Before a second moon had fairly waned, "man's inhumanity to man" had inaugurated a movement admirably well calculated to make countless thousands?—well let it go at "mourn." As soon as the various cars arrived, their contents were sold for spot cash at about one-half of their actual value, the money estimated at \$20,000, placed in the pouches of this enterprising pair who, as the crowning precaution, "Stole Away," and were ever after "tho' lost to sight, to mem'ry dear"—quite so.—Philadelphia Record.

Cures for Trouble.

Face to-day with courage and decision—don't worry about to-morrow.

Put all your thought and energy into to-day's work, and you'll be surprised how well to-morrow will take care of itself.

Suppose you do have troubles and perplexities.

Everybody has.

Don't retreat. Turn squarely around. Stick.

Meet them face to face and half of their power to make you fear will vanish. If you run from trouble your terror will increase with every step. You are like a fear-stricken child running from the dark.

This habit of borrowing trouble is like borrowing money from a loan shark. It enslaves you. Your will and self respect are shattered.

Hard work is the surest cure for trouble.

The man who carries around a load of "blue devils" has slim chances of success in life.

A HARVEST FOR THE DEALERS AT HARVEST TIME

THE growth of the steel grain bin business has been marvelous and it brings an opportunity for the dealer to reap a harvest of honest profits on this modern necessity.

But too many otherwise energetic and wide-awake dealers let the harvest season slip by without taking advantage of this golden opportunity.

Butler Combination STEEL GRAIN BIN

All parts galvanized. Corrugated. Shipped knocked-down in sections, additional sections added any time to increase the capacity.

Has port-holes, large door, ventilator, hopper, spout, man-holed cover and smooth bottom.

Keeps grain in perfect condition and is absolutely weather proof. Equipped with storm hooks for anchoring.

Saves insurance, hauling and labor at harvest time. Will last a life time and can be easily moved from place to place.

RAT
FIRE
RAIN
BURGLAR } PROOF

SECTIONAL



Special Exclusive Agency For Canadian Dealers

This special, new model, portable Steel Granary is carried in three sizes, 500, 750 and 1000 bushels and sold only through progressive merchants.

Booklets, circulars and advertising matter are furnished for distribution among live prospects and every possible co-operation given in building up this bin business

A Real Portable Granary

is in demand in the Northwest for it not only serves the purpose of a safe bin but can be readily used for a satisfactory store house for machinery, harness, tools or anything that needs to be securely put away.

The Agency is now open in Canadian Towns. Special Prices.

Can Make Immediate Shipment.

Write to-day for Booklet, Circular and Best Prices. Do It Now.

Butler Manufacturing Co.

St. Anthony Falls Station.

Minneapolis, Minn.

Collections.

By the time this issue of our paper reaches its readers, dealers all over the West will be thinking seriously over their fall collections. It seems highly probable that money will be far more plentiful with the farmers than was the case a year ago, and, therefore, no effort should be spared to clean up outstanding notes and overdue accounts. Dealers who have been able to carry their farmer patrons for a year or more should soon be in a position to pocket their profits and wear a smile. The implement dealer of to-day is so frequently a paper dealer also that we cannot refrain from touching on the question of cash versus credit sales. While most dealers would infinitely prefer to do a strictly cash business, still, it must be remembered that in the long run the cash system is not always the best for making money. Dealers who are sufficiently strong financially to buy for cash, take advantage of discounts and grant long credit to their customers, may be making a larger margin of profit than those who endeavor to do business on the cash system. One important factor to be kept in mind in the long time deal is the necessity of charging interest on notes. It is that additional margin that makes it worth while to wait for the money. An interest bearing note is working while you sleep. But to return to collections, be very sure to collect your accounts or notes when due. It is necessary in some cases to be rather severe about due date, for if one is too easy in these matters the debtor will take advantage of it quickly. The maker of a note should always be advised by mail about ten days before due date, and given to understand that the money is needed and must be paid. To quote a Missouri implement dealer, writing to the Implement Dealers' Bulletin:

In every instance and at all times meet your note customers pleasantly. This is important indeed. They generally get on the warpath about the time a note is due and must be paid. It was not this way when they needed the accommodation of you. Show them you are a gentleman under all circumstances at all times, but need your money to run your business and stick right there especially on this one thing of collections. "Stand right by collections!" I have never found it the best thing to do to get in a row over a collection in any way or at any time. Don't do this at all. Avoid it as you would a serpent. Keep cool and hold your tongue. Do you know that many a man the moment you make him mad considers from that moment he does not owe you a cent, and the

debt is entirely paid? In many such cases you cannot get it and it thus becomes a total loss. While if it had been otherwise you might have got the whole or 50 cents on the dollar, and he would also have been ashamed not to pay you. I have saved many a dollar by pursuing this course and if a man ever gets mad I consider it paid so far as I am concerned.

Last but not least on this subject, always on difficult debts to collect offer a compromise of 50 to 66 2-3 cents on the dollar. Then secure it by a lien or a chattel mortgage. Many a customer will in order to cancel the claim against him pay you a part but not the whole in order to get release. Just yesterday a man paid me a note of seven years ago by giving me one-half of the amount in cash.

Closing this article let me say that the place to make a hard collection is not in your office or store at all. Go to the farm or home and sit down on the fence or plow and talk it over. It will win and you can get your note paid or secured and give time and set date when you will expect your money.

Stick to your Price.

It does not pay any implement dealer to cut prices rather than lose a customer. It is better to lose a customer than lose the respect of the trade, and besides, the dealer who is steadfast eventually wins out, because his reputation for stability attracts people to the store. "One price to all" is a good motto to

live up to, although it seems to have become a custom in the implement business to haggle over the price of a machine. The farmer naturally wants to buy as cheaply as he can, and if he detects any weakness on the dealer's part, will use all kinds of arguments and threats to get a reduction of price. In the event of the dealer being easy enough to give in his customer goes away only half satisfied, and under the impression that he could have got a still better price by insisting on it. Competitors in the trade are sure to get wind of these deals, and jealousy and strife are the immediate results.

It is perhaps almost as important not to overcharge. One price to all, and that a fair price, is the idea. The dealer is justly entitled to a reasonable profit, as a business man, which means a fair, honest, honorable gentleman.

A Lesson for Dealers.

The recent Agricultural Motor Contest at Winnipeg was sufficient to convince everybody,—if any doubters remained, of the importance of the tractor to Western Canada.

Implement dealers who wish to keep pace with the growth of the West should take a deep interest in this matter. Farmers are buying tractors in large numbers; of that there is no doubt, but how many dealers are getting after an agency for this line and making a thorough canvass of possible purchasers? We venture to say, not half as many as should. There is no excuse for an up-to-date dealer in this regard.

The choice of tractors, both internal combustion and steam, is large enough and varied enough as to power and adaptability to suit any conditions, and many improvements have been made in the short space of time since the 1910 Contest. Every year, every month almost, sees some advance in the construction of the combustion tractor, and manufacturers are glad to give real live dealers protection in their regular territory.

It must be remembered, however, that a good working knowledge of the tractor in one of its forms is essential to the success of the salesman. This is a qualification every dealer can obtain if he makes up his mind to do so, and an agency for one of the many successful tractors should prove highly profitable if pushed with energy and determination.

Getting More Business.

Every implement dealer wishes to increase his business, and probably asks himself the question "what must I do to get more trade?" quite frequently. The answers to this question, for there are two which at once occur, are get new customers, or more business from old customers. Having solved the question of what to do, the most important part yet remains—how to do it. After a careful consideration, it appears that if the goods being sold are satisfactory, and the service complete, advertising must be the solution of the problem. The dealer must "make a holler;" make his presence known and acquaint the public with what he has to sell. This is the most practicable method of getting new customers and selling more to old customers. Publicity in its many forms is the force that has built up the great retail, wholesale and manufacturing concerns, and it will develop the small business equally well when backed up by reliable goods and strict business methods.

For the implement dealer in a country town the first advertising medium that suggests itself is the weekly newspaper, and there is no doubt that a strongly written advertisement, changed frequently to suit the season, is very helpful to the dealer. Other methods of publicity should not be overlooked. For instance, the circulars and literature sent out by manufacturers and jobbers should be mailed to prospective customers or handed to them whenever a chance occurs. The personal letter, perhaps, carries the strongest appeal of all. It is safe to say that a newcomer will be impressed, if a day or two after taking possession of a farm, he receives a neatly written, forcibly worded letter setting forth

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager
Telephone Main 518

822-3 UNION BANK BUILDING

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada; Foreign \$1.25 per year.

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, SEPTEMBER, 1911.

the merits of a certain implement dealer's line, with an invitation to "call and inspect the stock, anyway." The first blow, as it were, has been struck, and when the recipient of such a letter makes a trip to town the prominent sign of that enterprising dealer will serve to remind him still further of what was set forth in the letter.

"First come, first served," is a saying, the truth of which is often borne out, and, therefore, it behoves every dealer to keep a sharp eye on new settlers, and endeavor to be first in the field with his appeal for their business.

Be a Booster.

"Boost and the world boosts with you, knock and you knock alone," to paraphrase a well known saying. The man who is a pessimist can never be a success. He sees the hole instead of the solid surrounding it; looks on the gloomy side of everything; borrows trouble when he has none of his own and is a wet blanket generally.

Being an optimist does not necessarily mean being reckless. The man who takes no thought for the morrow and the consequences the acts of to-day may bring, is as foolish as the chronic pessimist. Neither will accomplish as much as he could, and cannot until he has learned to look on the bright side of things and at the same time remember that what is sown to-day will be reaped to-morrow.

The Weak Points.

Wm. Butterworth, president of Deere and Co., was once asked at a dealers' convention what he considered the weakest points in the retailer's business. He replied as follows:

I would say there are two things, namely, his lack of knowledge of his goods, and his credits.

If he knew his goods as he should he would have little difficulty selling them or collecting for them. It requires some backbone to say to a farmer that he must pay or to refuse to sell a farmer on account of his credit with the thought in your mind that your competitor across the street will sell him, but when you and your neighbor across the street get together and do some cost figuring for yourselves and have an occasional conference, you will find your losses getting less and less, and your friendship getting stronger and stronger, and strange as it may seem, you will find your customers will begin to think more of you for making them pay up, and promptly too.

It would be difficult to point out in fewer words just where

so many dealers are deficient and, coming from the head of one of the greatest implement concerns in America, the above should carry some weight and provide food for thought.

Roads.

Whenever new towns are begun, whether in the Old World or the New, whether in Canada, or the United States, but especially in Western Canada, the question of roads and streets is one of prime importance. Fortunately the best of western towns go to work in a systematic way and though not without expense, appoint an engineer who is supposed to be skilled in street making.

It has cost the great city of London, England, fifteen millions of dollars to make its present streets and the old McAdam pavement has passed away, except on the Victoria Embankment and the Guildhall Yard. This greatest city of the world is paved with thirteen separate different materials, most of them being laid down on a basis of concrete. Wood from Australia, California and Norway is used, asphalt from Italy and France, and basalt lava from Germany; slag from the iron-works of Britain and lithopalt blocks and flints. Where there is a large motor traffic it is found that asphalt is the best paving material, and there are those who, with a good deal of reason, uphold rubber as the coming material for facing our roads. The life of motor tires now in use in modern cities is guaranteed as ten thousand miles, and it is found that there are now a quarter of a million of self-propelled vehicles registered in the British Isles. In England, the United States and Canada the people are now demanding the very best material for the construction of up-to-date roads.

Kerosene or Gasoline.

The comparatively sudden awakening of manufacturers to the possibilities of the kerosene tractor has been the subject of general comment. The number of engines using this cheap fuel was noticeable at the recent Agricultural Motor Contest, when four different concerns took the field with eight engines, as compared to only one going through the tests last year.

An important fact in this connection is that a change in the carburetor is all that is necessary to make most gasoline engines burn kerosene as a fuel, although it has been found necessary to first warm up the engine on gasoline, which entails the use of two fuel tanks. These changes are, however, simple and

inexpensive, and the advantage gained by the use of a fuel nearly fifty per cent. cheaper marks a great stride forward.

We believe that some phases of the kerosene tractor are still the subject of experiment and investigation, such as the deposit of carbon which is sometimes found to form in the cylinders of this type of engine. There is, however, little doubt that a new vista of great possibilities has been opened up, and it is quite possible that an easily convertible engine, burning either kerosene or gasoline, or some other volatile fluid, may be the power of the immediate future.

Valuable Report.

The Commission of Conservation, Canada, has just issued an exhaustive volume on Lands, Fisheries, Game and Minerals. The book represents a great deal of exacting research work, and contains a mass of information in its 520 pages not available from any other source. Maps, diagrams and half tones fully illustrate the text. As an example of the contents we may mention that in the section devoted to Lands a description is given of the agricultural survey of one hundred representative farms in each province. The value of such work is shown by the conclusions reached, namely that not more than 9 per cent. of the farmers of Canada follow any intelligent and effective rotation of crops.

Fisheries and Game is a valuable section embracing a compendium of facts and conclusions by various experts on these subjects.

The Minerals section gives an exhaustive article on the Conservation of mineral resources dealing with each mineral of economic importance.

The volume is perhaps the most thorough and complete record of investigation and research ever issued by any Canadian Government.

Obituary.

Burton Van Blaricon died on Aug. 24 at Winnipeg. Services were held at the Masonic Temple under the auspices of the Shriners and interment was made at Elmwood cemetery. Deceased was formerly in the hardware business at Arden, but for a number of years represented the Frost & Wood Company in the northern portion of Manitoba and continued with the Cockshutt Plow Company when the business was taken over by that firm. He leaves a widow and two sons, one a resident of Portage la Prairie and one in Winnipeg, also two daughters residing at home.

Personals.

J. G. Thompson has commenced business at Foote.

W. G. Scollard has entered the implement trade at Carlstadt.

Albert Hoare has opened an implement store at Hughenden.

M. L. McQuay has commenced an implement business at Tuxford.

Cain & McKay have commenced business at Alsask as implement dealers.

J. Hall, implement dealer at Punnichy, has sold out to Johnstone & Thorne.

Ed. Klapstein is reported successor to A. Adam, implement dealer at Strathcona.

Kalmokoff & Podoninkoff are reported successors to Walker & Stephens at Canora.

Coates Bros., implement dealers at Glenboro, have been succeeded by C. J. Oleson.

W. S. Montgomery succeeds to the implement business of W. A. McGreevy at Maryfield.

H. H. Gracie, of the J. B. Armstrong Co., Guelph, Ont., recently spent a few days in Winnipeg.

Chas. Payne is reported successor to R. McCue, general store and implement dealers at Bowden.

Swanson & Engnes, implement dealers at Forward, are removing their headquarters to Brooking.

R. Mackay, manager of the Canadian Moline Plow Co., has returned to his desk with a new access of vigor, after having a well-earned vacation.

H. F. Anderson, Winnipeg, manager of the Tudhope Anderson Co. has just returned from the East, where he was visiting Toronto, Orillia and other points.

J. D. Taylor, manager of the Winnipeg branch of Goold Shapley & Muir Co., has just returned from a trip to British Columbia. He reports business excellent.

Jos. Bryant, manager of the Regina branch of the Tudhope Anderson Co., and S. Rowe, manager of the Calgary branch, have returned from a business trip to the East.

I. J. Haug, of Haug Bros. and Nellerroe, is again at his desk, having returned from Regina, where he has been giving close attention to the new offices and warehouse being erected by his company at this point.

Fred T. Wright, Calgary representative of the Canadian Moline Plow Co., has resigned to look after his many personal interests. He has opened an office at 207 Underwood Block, Calgary.

Haug Bros. & Nellerroe Canadian agents for Avery machinery, are putting on the market the Avery Gasoline tractor.

a new engine which the company now manufacture in addition to their gasoline farm truck.

E. A. Mott, general manager of the Cockshutt Plow Co., Winnipeg, has returned from an auto trip through Southern Manitoba. Mr. Mott was accompanied by his son Harold, and took in Brandon, Killarney, Carberry, Mc Gregor and other points.

N. J. Milliken, superintendent of the Janesville Machine Co., has just returned from a trip through the West with S. S. Bean, Winnipeg manager of the American Seeding Machine Co. Mr. Milliken was well pleased with business prospects.

D. Drehmer, secretary of the Winnipeg branch of the John Deere Plow Co., has returned from a trip to the south, which included several of the factories whose goods are handled by his company. He also visited the head office and factory of Deere & Co., at Moline, Ill.

Neil Dow, assistant manager of the Winnipeg branch of the De Laval Separator Co., has just returned to this city after spending a month visiting various points in Eastern Canada and New York State. Mr. Dow was accompanied by Mrs. Dow, and they spent a very pleasant vacation.

Mr. Glennie, of Glennie and Rogers, Macdonald, Man., reports

the sale of five automobiles this summer. Both business and crops in this district are the best ever. Glennie and Rogers farm extensively in addition to carrying on an implement business, and they have a bumper crop.

W. S. Johnston, who has been with the Moline Plow Co. for several years, latterly with headquarters at Omaha, Neb., has been assigned to Southern Alberta territory, succeeding F. T. Wright. Mr. Johnstone's long experience in the implement business should guarantee his success in his new appointment.

W. P. Bayley, manager of the J. B. Armstrong Manufacturing Co., Guelph, Ont., has just returned to his home, after having spent a month touring Western Canada in the interests of his company. Mr. Bayley visited most of the important towns in the West, and was highly gratified at prospects.

The Butler Mfg. Co., Minneapolis, Minn., whose advertisement appeared for the first time in our last issue, report satisfactory results from their investment in this journal, which they believe will prove valuable to them in building up a demand for their Combination Steel Grain Bins. This company also handle portable steel garages and cottages, rust proof tanks and culverts, etc.

Big Combination.

The Canadian Fairbanks Company, Ltd., with head office in Montreal and branches throughout the Dominion, the Fairbanks-Morse Canadian Manufacturing Company, Ltd., with head office in Toronto, and its subsidiary companies, the Dominion Safe & Vault Company, Ltd., of Farnham, Quebec, and E. & T. Fairbanks Company of Sherbrooke, Quebec, have amalgamated and the new company is to be known as the Canadian Fairbanks-Morse Company, Limited.

The president of the new concern will be H. S. Fuller, of Montreal, president of the Canadian Fairbanks Co., and the vice-president, P. C. Brooks, of Toronto, president of the Fairbanks-Morse concern.

The capitalization of the new company is to be \$2,600,000.

Mr. Brooks stated that the original intention of those interested had been to bring all the concerns under one roof in Toronto, but that he did not think that it would now materialize. "Toronto," he said, "discourages manufacturers, and we have considered very seriously the question of moving away."

"Our assessment has been increased 150 per cent. since we came to the city six years ago. Our taxes were raised no less than 70 per cent. last year."

"Added to that we pay \$100 a month for water, and cannot give our men a drink."

Questioned as to the benefit to Toronto, should the whole plant locate here, Mr. Brooks stated that at the present time they employed 350 men, and this number would be raised to one thousand. The present wage roll, he said, was \$185,000, and that would be increased approximately \$500,000.

The Dominion Safe & Vault Company has a plant valued at \$300,000 and E. & T. Fairbanks is located at Sherbrooke, Quebec.

Why He Reads It.

"I only recently began to read trade paper advertising," said the dealer not long ago. "I kept the ads more as a directory of the trade. But nowadays there's getting to be such live business-like stuff in trade paper advertising,

that I feel I'm missing something if I don't look them over."

This dealer went on to say how he once got an idea from a live trade paper ad. that induced him to alter his basic system of doing business. "Some advertisers are hiring people to write their trade paper ads. who have such good ideas that I would feel delighted to take them out to lunch and ask their advice about various matters. And my trade paper is more valuable to me, because many of its ads. are so full of real ideas."—Printer's Ink.

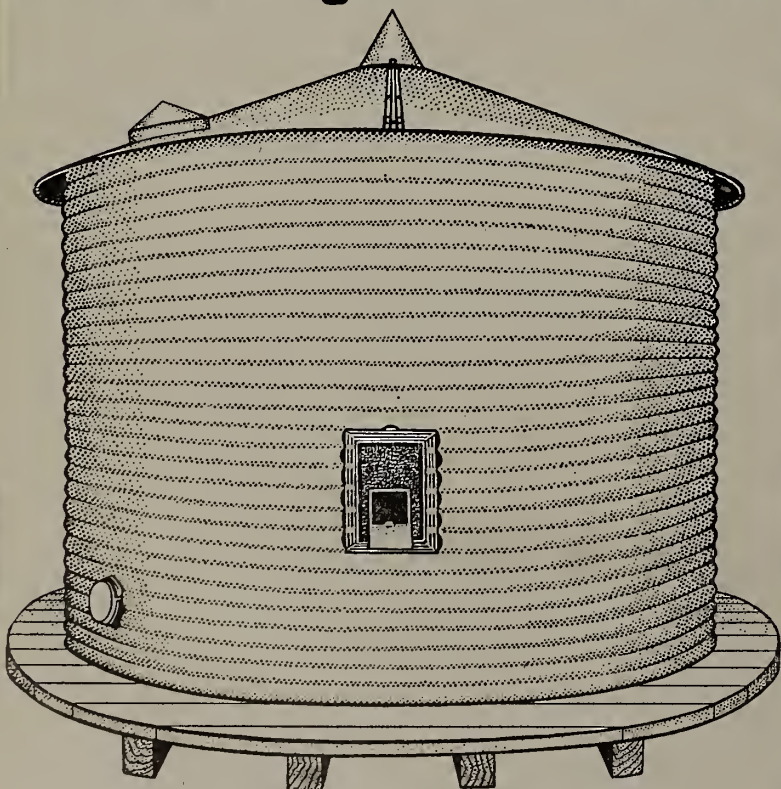
Impressions of the West.

Ira T. Wait, of the Winona Wagon Co., is at present enjoying his first trip through Western Canada. Mr. Wait, with whom we became well acquainted during his stay in Winnipeg, has been writing some breezy letters to his home paper, the Weekly Implement Trade Journal, from which we gather that he finds a great deal of interest in our Western country. Writing from Saskatoon, Aug. 19, he says:

The further one gets out into West and North in this Canadian country the more he is impressed with the wonderful development going on. This place, for instance, eight or nine years ago had a population of less than five hundred souls, while to-day it boasts of between 12,000 and 13,000 people, and still growing. It is situated in the midst of a rapidly developing and apparently very fertile farming country, and the booming going on reminds me very much of the early days of old Oklahoma.

Crop conditions could scarcely be more nearly ideal than at present. In this territory they raise everything that we do and their wheat and oats are exceptionally fine this year. I was out in a field of wheat to-day where the stalks were more than five feet tall and so thick and heavy that you could throw a hat anywhere on top of the grain and it would support it. In talking with a farmer, he said the only reason they did not raise corn and pumpkins up here was because the season was too short for corn and the ground so rich that pumpkin vines grew so fast "they dragged the life out of the young pumpkins before they got started."

Portable Corrugated Iron Granaries



850 and 1050 bushels capacity

This is a profitable line for you to handle. Get our agents' prices and terms.

Winnipeg Ceiling and Roofing Co. Ltd.

Manufacturers of Corrugated Iron, Shingles, Siding, etc
WINNIPEG, MAN.



Mr. Dealer

Cater Can Sell You

Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order
Brandon Pump & Windmill Works

Brandon Man.



That's going some, don't you think?

Cutting will be general this week and yields are expected to exceed last year. Oats in some localities last year weighed fifty and fifty-five pounds, and threshed out from 95 to 110 bushels to the acre. I did not get this from any of the real estate boomers (and their names are legion), but gathered my information from various "honest farmers."

Wheat is predicted from 25 to 45 bushels to the acre, and the past week has been ideal for filling and ripening.

We think sometimes in the States that we have a very mixed population, but I'll bet I have seen more different nationalities in the past week than one will see in a month in Kansas or Missouri. The States farmer is perhaps more warmly welcomed up here than any other class of immigrant, for, as one dealer expressed himself, they know how to farm and "bring a pocketful of money with them." It's a good thing for the American manufacturer in implements and kindred lines, for they immediately create a demand for States goods and are willing to pay the price.

One good thing up here in the wagon line, nothing is sold with wheels less than 2½-inch tire, and as a result some of the new roads they have are better than those we have in our Kansas

City territory, aside from a portion of western central and southwestern Kansas, where they are using the wide-tired wagons to a greater extent every year. If we could get the farmers in Missouri and Oklahoma to realize that the use of wide-tired wagons was a great help to the making and preserving of "good roads," it would help a whole lot.

Automobiles are "thick as hops" and I counted 27 to-night in two blocks, either at the curb or in motion. They are up here to stay and the demand for them is increasing. All of the American makes are represented and more of the high-priced cars are being sold each year. All classes of American-made goods are more popular and have a larger sale in the province of Saskatchewan and Alberta than in Manitoba and the provinces east, for the reason that there are more American settlers and they prefer their own goods for various reasons.

Aylmer Pitless Scale.

The Aylmer Pump & Scale Company, Aylmer, Ontario, wish to direct the attention of dealers to their Pitless Scale, and for this purpose are distributing a neat little illustrated booklet describing this seasonable line. The Aylmer Pitless

Scale is made in two sizes, 4 and 5 tons, and no farmer having hay, grain or stock to weigh should be without one. The Ontario Wind Engine & Pump Co. handle this line in the West, and dealers should write them for the booklet mentioned above.

New Gasoline Tractor.

The American Abell Engine & Thresher Co. have now on hand a shipment of Minneapolis Universal Farm Motors for distribution in Western Canada. This tractor is manufactured by the Minneapolis Threshing Machine Co., West Minneapolis, and has been thoroughly tested in the field. It is claimed that the Universal meets in every way the demand for a medium size engine for general farm work, threshing, hauling, etc. There is a vast territory here where such an engine should fill a need, and dealers would do well to write the American Abell Co. for further particulars, agency, terms, etc.

Oliver Co. Enlarging.

The Oliver Chilled Plow Co., of South Bend, Ind., has awarded contracts for the construction of two additional buildings at their Hamilton plant, Ontario. These contracts are for a two-storey,

fireproof office building and a three-story manufacturing building.

R. A. Smart, of the home plant at South Bend, recently arrived in Hamilton, Ontario, and expects to remain there until fall.

For Better Crops.

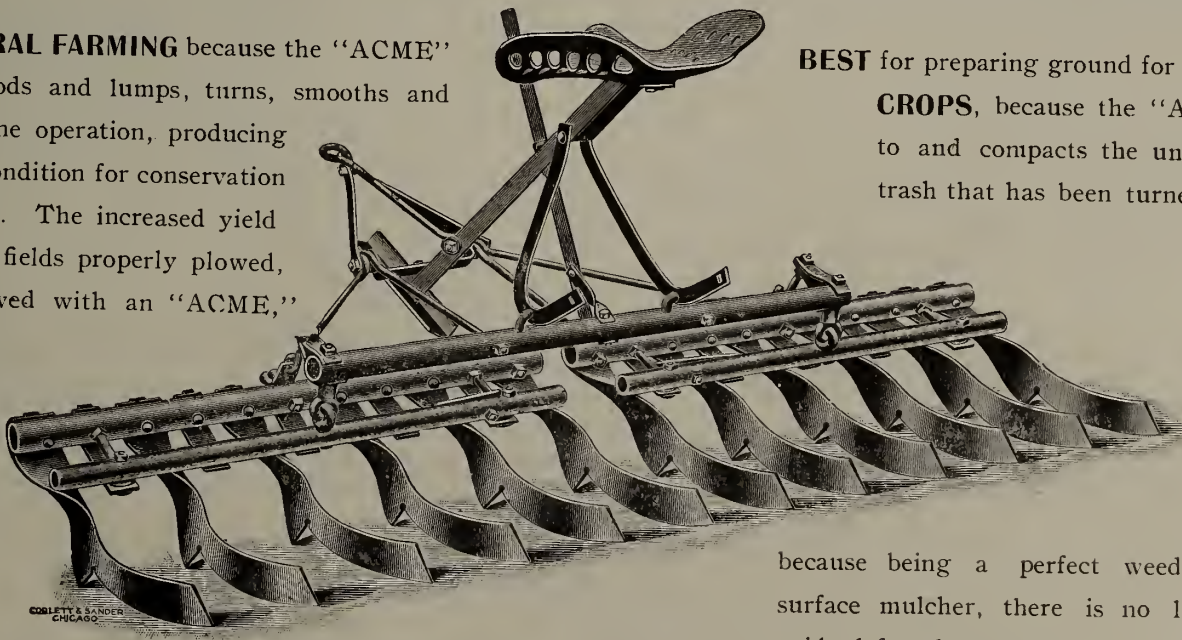
The Service Bureau of the I. H. Co. have just issued an interesting book bearing the above title. Articles are contributed by many well known agricultural authorities on diverse subjects, and among the writers we note Cyril G. Hopkins, Professor of Agronomy and Chemistry in the Illinois College of Agriculture; Willit M. Hays, assistant secretary of agriculture, Washington, D.C.; P. G. Holden, Professor of Agronomy, Iowa Agricultural College; M. R. D. Owings, advertising manager, and J. E. Buck, of the I. H. C. Service Bureau, International Harvester Company.

The book deals with producing better crops and contains 160 pages of matter full of interest to dealers and farmers. Copies may be obtained gratis on application to I. H. C. Service Bureau, Chicago, Ill.

Don't kick about your competitors' methods of doing business. Look to your own.

YOU WANT TO SELL HARROWS GIVING THE BEST RESULTS. THEY ARE THE "ACME" PULVERIZING HARROWS.

BEST for GENERAL FARMING because the "ACME" crushes clods and lumps, turns, smooths and levels in one operation, producing the ideal condition for conservation of moisture. The increased yield on 20 acre fields properly plowed, and harrowed with an "ACME," will more than pay for the "ACME" in one year.



BEST for preparing ground for GRAIN and OTHER CROPS, because the "Acme" cuts through to and compacts the under soil, chops the trash that has been turned under and leaves it buried, also producing best possible seed bed on newly broken Prairie.

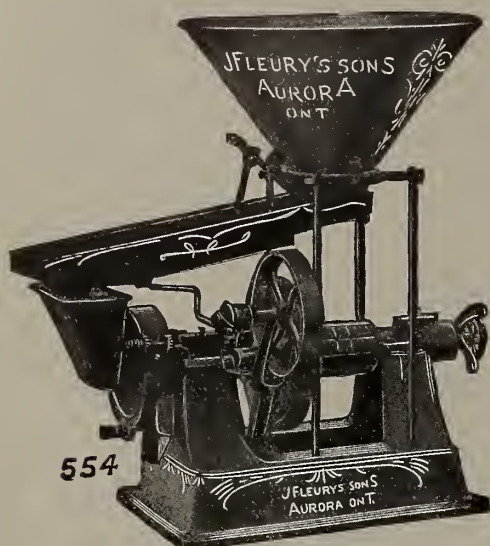
BEST for FALLOWING because being a perfect weed exterminator and surface mulcher, there is no lumpy soil and no voids left when the "ACME" is used.

Sizes from 3 ft. to 17½ ft. in width.

JOHN DEERE PLOW CO., LTD.,

WINNIPEG CALGARY EDMONTON SASKATOON REGINA LETHBRIDGE
DUANE H. NASH, Incorporated, 107 Division Avenue, Millington, N.J.

ATTENTION

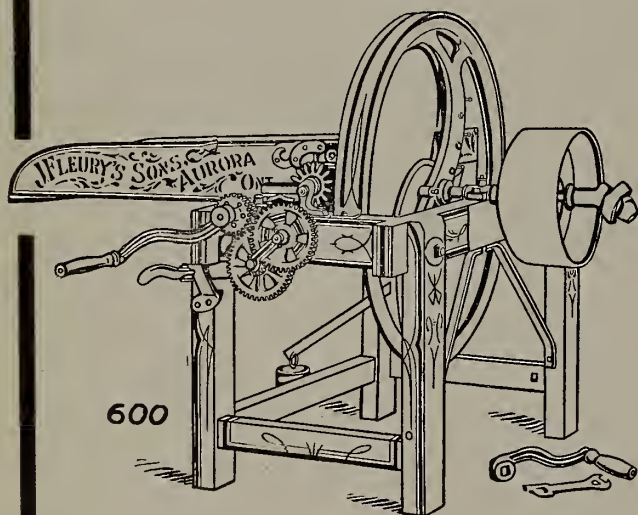


FLEURY'S GRINDER

Our Grinder line consists of the famous RAPID EASY and GOOD LUCK GRINDERS

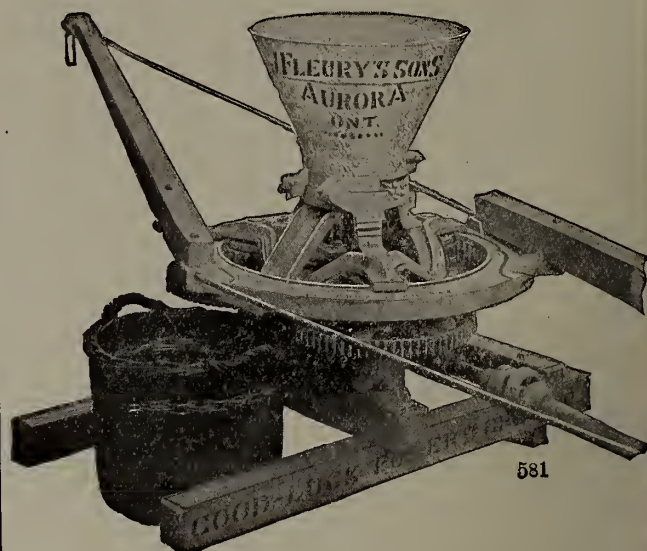
THE
FLEURY
Grinders
Straw Cutters
Wood Saws
and
Horse Powers

ARE
HIGH GRADE
IN
EVERY RESPECT



FLEURY'S STRAW CUTTER

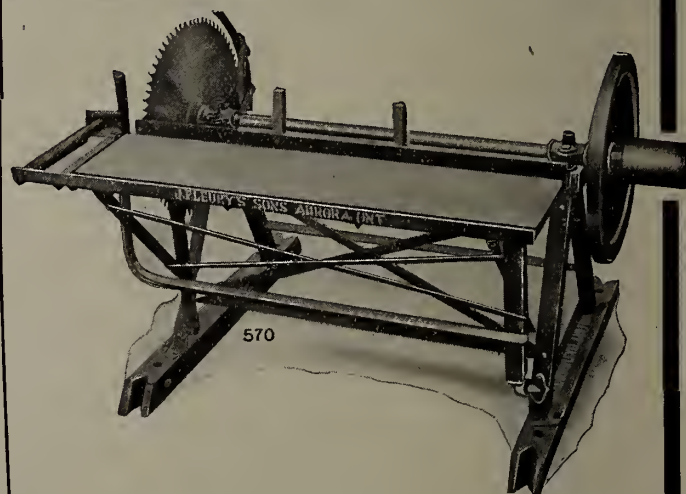
Seven different styles and sizes for hand, belt and horse power; with or without carrier or blower.



Good Luck Power and Grinder

Specially Adapted to Farmers' Work
Construction and Finish PERFECT.
THOUSANDS in use and giving highest satisfaction.

The best is cheapest; an INFERIOR machine is DEAR at ANY PRICE.
YOU want only the best.



Circular Saw Machine No. 3

Length between saw and fly-wheel 4 feet 4½ inches. Size of pulley, which has fully turned face, 5 inch diameter by 7 inch face. Saw of any diameter from 22 to 30 inches can be supplied.

WRITE FOR
CATALOGUE
"BETTER FARMING"
GIVING
FULL EXPLANATIONS

JOHN DEERE PLOW CO. LTD.

Winnipeg

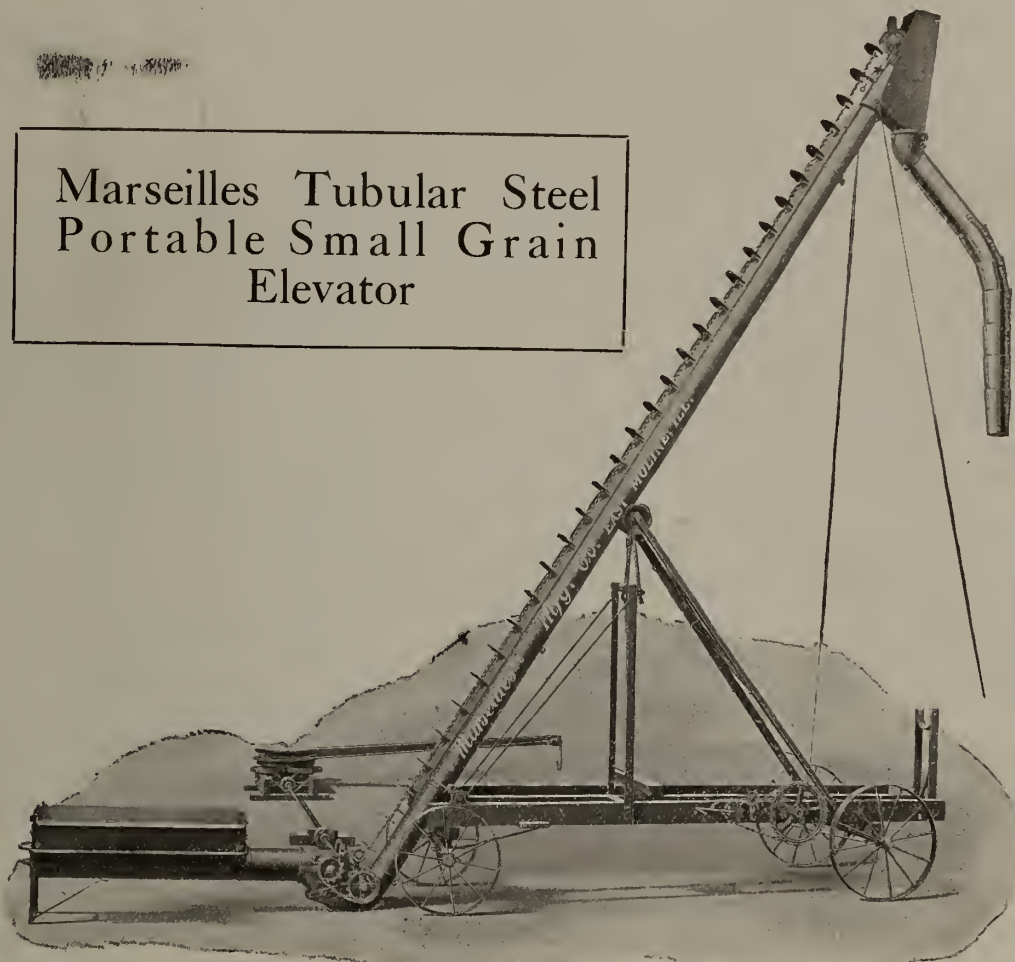
Regina Saskatoon Calgary Edmonton Lethbridge

THE MARSEILLES TUBULAR STEEL PORTABLE GRAIN ELEVATOR

Handles All Kinds of Small Grain

Elevator
Leg is
Made of
6 $\frac{1}{2}$ inch
Diameter
Well
Casing.
Cannot
Bend,
Buckle or
Twist.
Will not
Rust.

Marseilles Tubular Steel
Portable Small Grain
Elevator



Capacity
15 to 20
Bushels
Per
Minute



Horse Power Outfit.

Operated either by Horse Power or
Gasoline Engine.
Can be furnished with or without
Horse Power.

Elevator can be quickly lowered to
horizontal position on truck for trans-
portation over country roads, by
merely turning a hand crank.

We Carry in Stock :

No. 759---23 ft. Mounted Outfit, with Swivel-
ed Flexible Discharge Spout, with 10 ft. small
rod and slip coupling for horse power connec-
tion (does not include horse power).

No. 760---28 ft. Mounted Outfit---Same equip-
ment as No. 759.

No. 724---Engine Attachment for Horse Power
Outfit.

No. 255---Two-horse Hercules Triple Geared
Power, with 1 14-ft. Large Tumbling Rod,
1 Large Coupling, 1 Block Rest and com-
pound Coupling.

WRITE FOR CATALOGUE

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

JOHN DEERE ENGINE PLOWS

Four, Six, Eight, Ten or Fourteen Bottoms



Equipped with Deep Suck, Quick Detachable Shares. Handiest Feature ever put on an Engine Plow.
JOHN DEERE ENGINE GANGS were pulled by 10 Medal Winners out of a possible 13 in the 1911 Motor Contest.

Use John Deere Engine Plows

Because these plows have the longest successful field record back of them, and more of them are in use than of any other make, which is the best evidence of their efficiency.

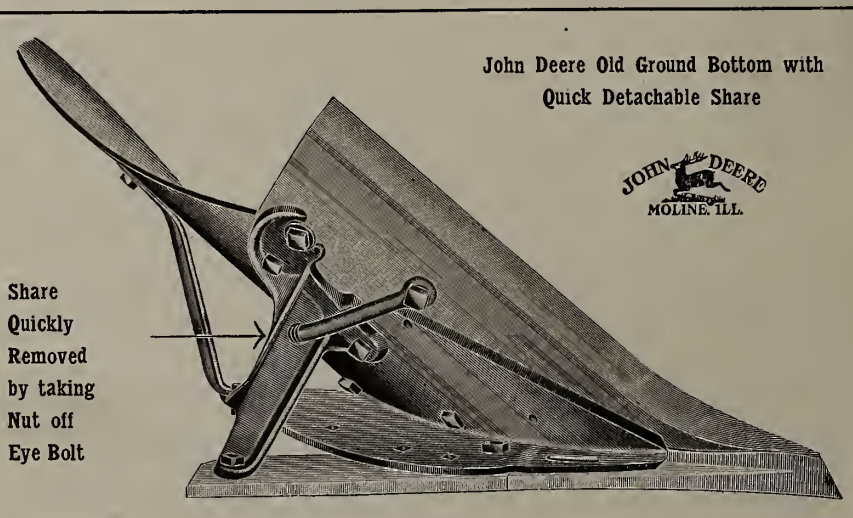
Because it is a safe bet that farmers generally will not buy an implement unless it has been proven satisfactory.

JOHN DEERE ENGINE PLOWS are very strong, pull easy, handle easy and do the finest kind of work.

They are strong because of the high grade material used.

They pull easy because JOHN DEERE bottoms are light in draft.

They handle easy because there is only one lever for each pair of plows and every other desirable convenience is provided.



John Deere Old Ground Bottom with Quick Detachable Share

Share
Quickly
Removed
by taking
Nut off
Eye Bolt

Quick Detachable Shares are a Great Advantage

It takes a lot of valuable time to change shares on an ordinary engine plow.

JOHN DEERE ENGINE PLOWS are equipped with QUICK DETACHABLE SHARES which can be changed in one-fifth the time usually required for other makes.

Each share is removed by taking off one nut, which is easy to get at, instead of four nuts inconveniently located.

Illustrations below give you a good idea of this feature.

Another thing, the one eye bolt holds the share more securely than when bolted to frog in the old way.

They do the finest work because the pulverizing and turning qualities of JOHN DEERE bottoms have never been equalled.

Think of saving 80% of time ordinarily required to change shares. This means a lot—especially when in a hurry.

Write us for further information or send for Engine Plow Book. This Book contains all available valuable information on Engine Plowing.

JOHN DEERE PLOW CO. LTD.

Winnipeg

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English Road Making

According to a U. S. Consular Report an important piece of road construction has recently been entered upon in the completion of a missing link in the Fosseway, a great highway dating from Roman times and extending from Lyme Regis, in Dorset, through Bath, Cirencester, Leicester, and Seward to Lincoln, a total distance of 215 miles.

In the neighborhood of towns the construction of streets is constantly taking place, but no such length of ordinary rural highway as this missing link in the Fosseway has been constructed in England for the past 30 years. Roads in England are so plentiful that there has been little need for further construction until the advent of self-propelled traffic.

The chief of the ancient roads of England were those originally marked out by the Romans, and generally it can be said they crossed from the south to the east and from the south to the northwest. These are the Fosseway and Watling Street and crossed in the county of Warwickshire. Generally they have been maintained as highways by the various public authorities through whose areas they happened to pass, but in some isolated districts where the roads have not been necessary or desirable for linking up large towns portions have not been maintained as ordinary roads, but have been continued as bridle or drift roads without any telfordizing or macadamizing. In England these terms are called, respectively, "foundations" and "surfacing."

Owing to the advent of self-propelled vehicles every effort is now made in England to render the old direct roads available for the better convenience of through self-propelled traffic.

Electricity on the Farm.

The Ontario government has recently been making an investigation of the uses of electricity on the farm, having in view the supply of current to farmers adjacent to the Niagara Station. The chairman of the commission appointed for this purpose made a tour of Europe in search of information on this subject, and is quoted by an Eastern paper as follows:

Some of the interesting features at the Electrical Exhibition at Munich were a model farm fully equipped with electricity, and a practical demonstration of electric plowing, where from 25 to 30 acres were being plowed per day. While at the International Exhibition of Manufactures at Turin we also had an opportunity of investigating heavier electric apparatus, such as large motors suitable for railways, street cars, etc.

We found that in practically all European countries electricity

is largely and extensively used on farms of 25 to 1,000 acres for both light and power purposes, such as threshing, cleaning grain, chopping, root cutting, sawing wood, pumping water, milking, cream separating, ironing, lighting houses, stables, and yards.

At the municipal farm at Berlin over 400 horse power is used. While we found that the cost of supplying power and light was higher on the whole than it will be with us, the cost of distribution of electricity to the farmer is less, as they do not live on their farms as in Ontario, but are grouped in villages. Electricity from an economic standpoint should be of greater value to our farmers, as wages are from 50 to 100 per cent. higher, and even at that farm labor is difficult to procure.

We also found motors and other apparatus in use, and guaranteed by the manufacturers, which should be of great value to the municipalities, especially in Toronto, where the city engineers are considering the conversion of alternating current to direct current and storage batteries for the purpose of supplying the industries in the centre of the city at a cost of several hundred thousand dollars. Electric ovens were another feature which we found largely and successfully used in Continental bakeries, while the electric ozone system was also being used with great success for schools, hospitals, and public buildings.

The city of Berlin has also adopted electricity as a motive power for their fire department, four stations being already fully equipped, horses and gasoline motors being dispensed with. Among the many advantages of the systems was a saving of over half the cost where horses had been used, also a wonderful saving of time, it taking but 12 seconds from the time an alarm was sounded until the department was fully under way on the street.

Another very useful application of electricity was with motor outfits for street watering, and these we found used in many municipalities. In fact we gathered information in Great Britain, Germany, Switzerland, and Austria which will be of great value in assisting the hydroelectric commission in preparing the rules and regulations authorized by the Ontario government for street wiring and the wiring of houses, factories, mines, etc. Hydraulic accumulator stations were seen in practical operation in Turin and Bergamo, Italy, and they showed the great value of electric storage by this wonderful system. The projectors of the scheme have furnished us with all details and plans, which will be of much service to the commission in dealing with the question of establishing a similar station at Dundas.

TIME SAVER FOR THE USER MONEY MAKER FOR THE DEALER

Fully Guaranteed
Not an Experiment
Durable and Neat
A Trade Winner



Fall Plowing is here

When every minute is valuable

With the PARKS-COUGHLIN PLOWSHARE FASTENER

Shares can be changed so quickly that much time is saved. Every engine plowman will buy this device on sight; because his time is precious, and means money to him.

IT HAS STOOD EVERY TEST

It holds the share on with an iron grip, in spite of gumbo, rocks, or stumps, and yet permits it to be moved so easily that your boy can do it.

CHANGE SHARES IN FORTY SECONDS

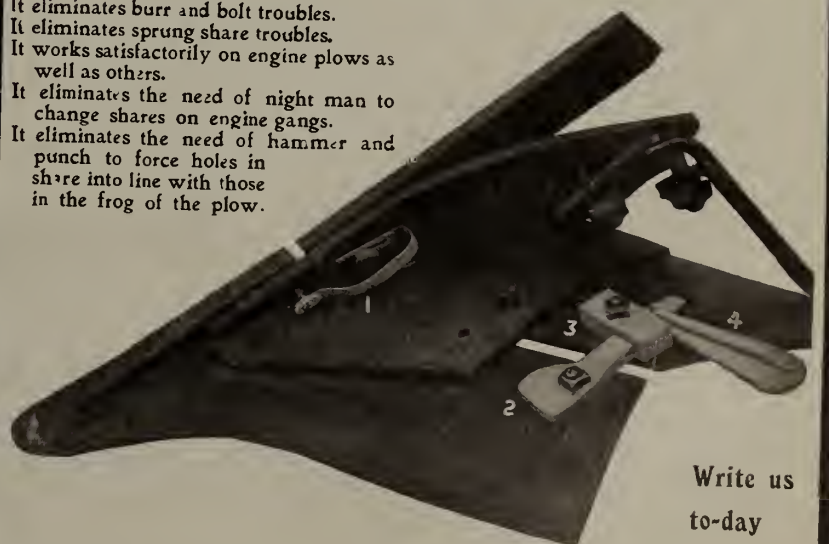
Simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share into position, insert the wedge key, secure the spring bolt, and drive the wedge key in with your wrench.

IT FITS THE PLOW

The fastener is easily attached and need not be removed until the plow is worn out. The value of time and bolts saved, not to speak of shares and the better grade of work done by changing shares often, will more than pay for a set in a year. One set lasts a lifetime.

Reasons why you should sell it:

- It eliminates burr and bolt troubles.
- It eliminates sprung share troubles.
- It works satisfactorily on engine plows as well as others.
- It eliminates the need of night man to change shares on engine gangs.
- It eliminates the need of hammer and punch to force holes in share into line with those in the frog of the plow.



Write us
to-day

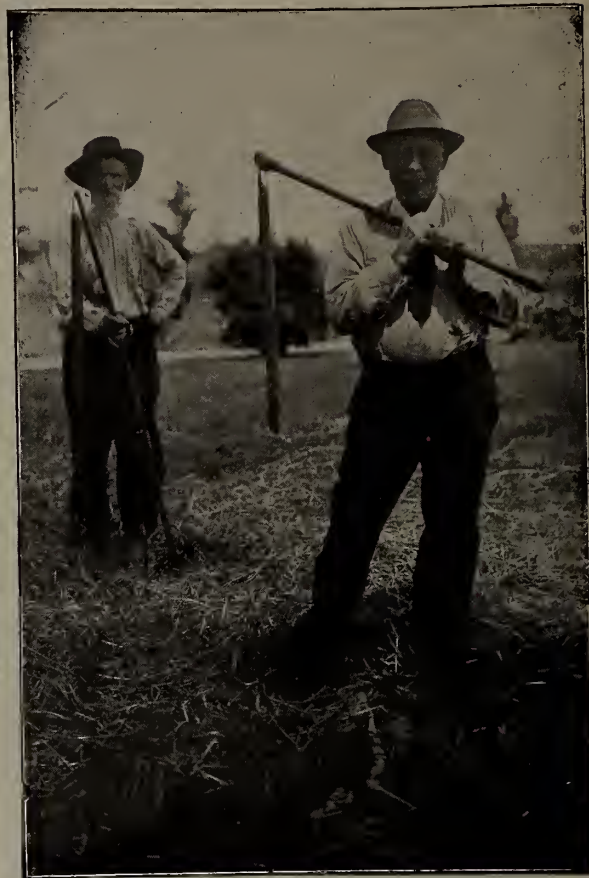
Implement Specialties Corporation, Ltd.,
45 Merchants' Bank Building, Winnipeg.



A Back-Breaking Job.



The cradle was simply an improved scythe, with a series of long fingers, parallel to the blade, which gathered the grain together thus enabling the operator to throw all the grain cut into a straight swath at the end of every stroke. The hand binder following, raked the grain into sheaves, binding it with a straw band.



Threshing with the primitive flail was slow.

Development of Harvest Implements

Farmers' Picnic with a Display of Ancient and Modern Methods for Gathering the Wheat Crop. By Edwin L. Barker.

A great carnival was held recently at Oakland, a suburb of De Kalb, Ill. It was a festivity in which the interest of children, parents, grandparents, and great-grand-parents were strangely intermingled. It was a day filled with pleasure, historical and educational values—a vivid, striking contrast of the time that was with the time that is. It marked the advance from much labor and little gain to less labor and more gain for the farmer. It is at a harvest carnival such as this that we of the present are given a bitter-sweet taste of the past, and are set to counting our many blessings.

It was fitting that such a carnival should have been staged near De Kalb, in Illinois, for it was here that C. W. Marsh wrought the Marsh harvester, the link between the self-rake reaper and the modern binder. Mr. Marsh was present, hale and hearty at the age of seventy-seven. The manufacturer of the Marsh harvester caught the interest of William Deering, whose capital and energy later were to assist in the evolution of the Deering machines and a perfect binder twine.

The idea of the carnival belongs to Henry O. Whitmore and T. L. Oakland, two pioneer Illinois farmers who live midway between De Kalb and Sycamore.

The event smacked somewhat of an old settlers' meeting. All visitors under sixty were regarded as children. What does a man of fifty know of the world's progress in the methods of harvesting? Nothing. He is a child—an

infant. When one of these youngsters would try his hand at swinging a cradle, the crowd would yell: "Look out! Don't cut your leg off!" And occasionally the warning came just in time.

The oldest, and one of the best cradlers has just slipped over into his ninety-second year. If some of his friends had not stopped him, this cradle expert—"Uncle Billy" Allen, they called him—would have cradled the entire acre of wheat that he might put on record every one of his ninety odd years as a year of youth and also, that though long idle, he had not lost the art of cradling.

Believe me or not, cradling is an art—soon to be numbered among the lost arts. We are not sorry to lose this art, since we have a better way—even "Uncle Billy" said so—but it is good to resurrect it now and then, if for no other reason than to remind us of the words that were truer then than now, "Man shall earn his bread in the sweat of his brow."

Many varieties of cradles were brought from their hiding places to be used at the Whitmore and Oakland farms. And their names came with them—"Morgan," "Grapevine," and "Turkeywing."

First came the reaping hook. After watching it cut a few sheaves of wheat one ceased to wonder that the cradle was once hailed as a great invention. One of McCormick's first reapers, which required a man to walk alongside of it and rake off the grain, could not be obtained. Had

one of these reapers been there, it is doubtful if anyone present would have understood the trick of raking. The next reaper, with a seat for the raker, also was absent.

The first machine to enter the field was an old Champion self-rake reaper. Then followed the Marsh harvester, which carried the grain up to a table, where two men stood and did the binding with wisps of straw caught from the handles. These men were targets for many comments. Their hands did not work as swiftly as in days ago, and frequently the driver had to pull the horses to a halt to give the binders a chance to catch up.

Finally a modern McCormick binder took up the work. As it quickly cut, bound and tossed the sheaves to the shockers, a cheer went up from the crowd, and Old Glory, hanging near, caught the spirit and the sudden stiff breeze, and waved in triumph.

The flail was an interesting implement, and what, perhaps, was more interesting, was the different ways different farmers used it. Many who tried and failed, complained that something was wrong with the flail. It was too long, or too short, or this, or that, or the other. There was nothing the matter with the men. Oh, no. The singer is never off the key or out of time. No, no it's always the piano or accompanist. To understand just how far progress has travelled on the farm, see a flail and a threshing machine standing side by side.

Farmers from different parts of

the state had sent in a lot of old, odd relics of the agricultural past. The collection included rakes made of wood, a pitchfork so small that it might have been a giant's table fork, candle molds, lanterns, footwarmer such as our forebears carried to church on cold days, and an ancient spinning wheel with which an old lady spun wool.

Oh, but wait. I had almost forgotten the old dinner horn. Small as it is, it emphasized the fact that each generation is an adept in the arts and practices peculiar to that generation. No more, no less. Not one of the youngish, husky, big-lunged men could get more than a joke of a sound out of the dinner horn. It was not until an old man raised his head and placed the horn to his lips that a great blast went echoing across the distant fields. And then he laughed: "Why, it's easy. The women blew these horns when I was young." Then with a note of reminiscence in his voice: "We used to think it was the sweetest music we ever heard."

All the old things we like to remember as belonging to the harvest time were there—all save the little, brown jug, and the "Swizzle." Don't you know what "Swizzle" is? Then you're not as old as I thought you were. Why, man, "Swizzle" was the stuff that was in the jug. Now, if you don't know what "Swizzle" is, go, ask your grandfather.

It was suggested—and we pass the suggestion along—that other farmers in other sections pull off similar carnivals. They recall pleasant memories to the older folks, and whet the appreciation of the younger.

WHY THE BIG FOUR "30" WON

THE BIG FOUR "30", with twenty-eight competitors, the best machines in the world, won the Gold and Silver Medals in the gasoline and kerosene classes because it made such a splendid showing in every one of the three tests on which the competition was based—the two-hour economy test, the half-hour maximum test and the plowing test. Throughout the entire competition it did its work just the way it does in the field—faithfully and well, making clean, non-stop runs and keeping as cool as a cucumber. It made a remarkably even, steady record, receiving no low scores on any points, and every dealer who has had any experience with an engine knows that the following points, on which The BIG FOUR "30" received perfect scores, are the most important of all on which the thirty engines entered in the competition were scored.



The BIG FOUR "30" Winning the Gold Medal at Winnipeg, 1911.

FURTHERMORE, throughout the entire competition, THE BIG FOUR "30" traveled with perfect ease over the same ground on which the steam engines and the heavy gas tractors repeatedly mired and stalled. With its light weight (17,500 pounds) and its high wheels (eight feet in diameter) THE BIG FOUR "30" pulled its load of plows without the slightest difficulty and after it had completed its work it spent a good deal of its time rolling smoothly up and down the field and helping to pull the heavy machines that were hopelessly stalled. The importance of being able to travel easily over any old kind of ground that comes along is well known to every dealer. The farmer cannot have his ground made to order. The successful tractor must take it as it comes.

THE BIG FOUR "30" RECEIVED:—

PERFECT SCORE for water used in all three tests. The BIG FOUR "30" used no water at all. The BIG FOUR "30" is always cool.

PERFECT SCORE for condition of engine at end of two-hour economy test.

PERFECT SCORE for condition of bearings and absence of loose parts at end of maximum test.

PERFECT SCORE for general condition of engine, stops, etc., in plowing test.

HIGHEST IN ITS CLASS for design and construction, materials, etc.

PERFECT SCORE for steadiness of running. The BIG FOUR "30" hums along as smoothly as an electric motor.

PERFECT SCORE for possible distance traveled without replenishing fuel. The judges say the BIG FOUR "30" could have kept right on pulling its plows for twenty-nine miles without replenishing fuel—farther than any other engine in the competition could have traveled.

HIGHEST SCORE of all internal combustion engines for accessibility of parts. Every dealer who has had any experience with an engine knows what this means.

EFFICIENCY—The ability to stand up to the grind of hard work in the field, day after day, month after month and year after year—is of far greater importance than fuel economy which is not backed up by durability.

Write to-day to
Gas Traction Co.

First and Largest Builder in the World
of Four-Cylinder Farm Tractors

Market and Princess Streets,
WINNIPEG, MAN.

General Offices and Factory:
MINNEAPOLIS, MINN., U.S.A.

SOLD ON APPROVAL
We Take The Risk.



Old Methods Passing

The day of the "clever salesman" is passing. In the best stores the clerks are courteous, honest, sincere, polite and truthful. If you enter a store now, and you find you are being "played for a sucker," you instantly resent it and go out never to return. Once in a while we go out into a place where we find the "clever man" and his cleverness is so crude and apparent that it seems a pity that he should waste energy on being "smooth," "clever," and "slick," when all he needs is a bit of common sense. Only the man who has neither ability nor brains will resort to misrepresentation and falsehood to make a sale.

A short time ago the writer saw a very successful merchant make a sale of two sets of harness, including collars. He pointed out the good points of every part of the harness, answered every question, was straightforward, sincere and candid in every statement, and the farmer who was making the purchase listened to every word and believed every word. When the merchant said, "Well, this is the set you want and this is the collar you want, because this set will give you service, and this collar will protect your horses better and will allow them to give you better work; to know that the collar does not hurt your horse is something you want to consider." The farmer knew that this was true; knew that the merchant believed in the set of harness he was selling; that what he said was the result of experience and came from a man who would no more think of deceiving his customers than a good banker would think of lying to his depositors.

LIES WILL COME BACK.

If we lie to our customer in any business it will come back to us. This may sound like a Sunday school joke, but it is a fact in nature. If you step out into the street you see men who have different methods of walking and talking and peculiar gestures, and different types of faces, eyes and ears. When you see a man who has spent years dissipating and abusing himself you at once recognize it in his entire makeup. He has paid the penalty by having to wear the evidences of his sins. In his face is written his every thought, his acts, the foods he eats and the companions he has kept. He may not know it, but nature works no tricks and the rest of the world can see and know all that he knows about himself. And the man who buys artificial pleasures at the expense of his physical body does not pay any greater price than the man who deceives himself to believe that

there is an occasional short cut to the "easy money."

MISREPRESENTATION COSTLY.

The merchant who misrepresents a piece of goods to his customer pays a heavy price for the sale. The transaction is based on deceit, and we started this article on the premise that we deal with our friends and that our enemies will not trade with us. The man who deliberately attempts to deceive you never deceives any one but himself. He may put over his little "game" once, being watched all the time, and his victim never returns to that store.

If you go into one of the best stores and ask the honest opinion of some one in authority you will get the truth, and the higher up you go the more direct and honest will be the answer. Go to your banker and ask his opinion about an investment or the condition of money and its demand. He will give you his honest convictions and tell you what he knows about the money market; and will advise you just as carefully as if your investment or your loan was his own. If a banker does not do business on this principle, you read something about him, in a little while, that was not a part of the regular bookkeeping.

HONESTY BEST AMMUNITION.

Cleverness is the ammunition of the "light weight" and honesty is the ammunition of the experienced man who knows. It is the gambler's business to beat you at his own game and some of them deal the cards from the bottom of the deck, but it is the business of the merchant to give value for value; to give the best of service; the best of merchandise, and to manage and conduct his business so that he will make a good profit.

The fact that a little child can now go into most any store and purchase goods just as securely as an older person shows that merchants are as a general thing living up to a standard. There was a time only a few years ago when the customer went into a store like a lamb going to the slaughter, and he was usually "slaughtered," and to salve a bad deal the merchant threw in a pound of candy and a pair of suspenders. Then the customer, to get even, brought rotten eggs, and all kinds of butter and rocks in the wool. In days gone by the writer has cut into a lot of butter and found the inside made of lard, and he has found bricks in the wool, but these things are seldom done now.—The Hardware Trade.

You have got to have enthusiasm yourself if you would create it in others.

British Treatment of Flour

Legislation has recently been introduced in the British Parliament regulating the use of oxidizing and bleaching agents in the treatment of flour. It is believed that some of these adulterants have a deleterious effect on the health, and the following is from an article by the managing director of a large flour milling company. It describes the method in general use by British millers:

In the milling of flour there are three "improvement" processes that may be employed. One of these consists in the introduction of phosphates or some other substance to improve the baking qualities of "weak" wheats. This process is objected to on the ground that, while the loaf production is increased, there is no increase in nutritive value. On the other hand, supporters of the process claim that, in addition to improving the baking quality of the flour, the phosphoric acid increases the value of the bread from a dietetic point of view.

Another process for improvement is known as the conditioning of wheat. Wheats from various countries differ so largely in hardness or softness that it is practically impossible to mill a mixture of soft and hard wheats without first conditioning the hard wheats. All wheats must be washed to cleanse them from earthy and other impurities, but the harder wheats require longer time in bins, so that the skin of the bran may be toughened, or the manufacture of pure flour would not be possible, owing to the bran being triturated to such an extent as to mix with the flour. It is found that if wheats in conditioning get too soft it is more difficult to mill them, as there is a loss from the inability to separate the flour adhering to the bran. To overcome this trouble, some millers do not condition their wheats quite so much as others do, but add the conditioning process to the semolina or flour, thereby having less trouble in their milling, and still giving the same amount of water. The objection to this process is that it lessens the loaf production of the flour. The advantage claimed is that the gluten has an improved elasticity.

The third process of improvement is bleaching by nitrogen peroxide, or flour bleaching. When flour is shaken with air containing a small quantity of nitrogen-peroxide gas, it assumes the appearance of flour that has been aged by time. The argument in favor of this process is that it enables home millers to compete in certain markets against flour which, coming from a foreign country, has time to

age. The disadvantage of the process lies in the fact that it may introduce a small percentage of nitrites. It is said, however, that nitrites may be present even in flour that has not been bleached. This process, although so much has been written about it, is the one of least value to millers, as it can give only the appearance of age to flour.

It remains for the Local Government Board to advise such action as it may consider necessary — either to label and describe all treated flours in such a way that the public may know exactly what they buy, or to prohibit the use of improvers and bleaching.

The difficulty connected with labeling the flour arises from the fact that such flours are sold in bulk and retailed afterwards by bakers, grocers, etc., so that a continuous identification would be difficult. The difficulties connected with the second course are that it absolutely prohibits other than purely mechanical improvements in the manufacture of flour. Some improvements might be found from scientific research to give flour of a high dietetic value.

Farm Implements in Spain.

The market for agricultural machinery in Spain is promising, and Barcelona, together with Seville and Bilbao, is the chief port of importation of these articles. Irrigation and the increasing use of fertilizers is causing a great augmentation in the agricultural output of the country and its importance as a buyer of farming implements. The ancient methods and the old-fashioned wooden tools are slowly being replaced, and farmers are beginning to realize the benefit of having larger farms instead of the acre and half-acre plots to which they have been heretofore accustomed. Share plows, harvesters, binders, seeders, and threshing machines are in common use. Steam plows and other large machinery would find an insignificant market, as the size of the farms does not admit the use of such articles. American plows, seeders, mowers, reapers, and binders find preference in northern Spain. German plows are cheaper and are also sold in large quantities, but the users have discovered that the material used in their manufacture is inferior to and their work does not compare with that of other machines. British manufacturers hold the market for threshing machines because they have provided their product with an apparatus for bruising straw, which is not found in the American and French makes. This is an important factor as straw is the chief fodder given to mules.

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For almost half a century, the Star has been the world's most popular windmill. It has established a record for durability, simplicity and efficiency, that has long been the envy of manufacturers of windmills. Moreover, it has been the popular choice of the masses. Is'nt it plain to you that

You will increase your profits selling Star Windmills?

No other windmill represents such a high degree of scientific design, high grade materials and careful workmanship. It is perfectly balanced so that all weights and strains are evenly distributed, insuring an even distribution of wear; has interchangeable and removable babbitted bushings that are DIFFERENT; a weighted governor, the force of which remains the same ALWAYS; can be adjusted and regulated according to the velocity of the wind, and with our Hoosier Automatic Windmill Regulator, it can be made absolutely self-controlling. Learn for yourself why our method of galvanizing wheels and towers insures freedom from rust and corrosion for ever. Ask for a copy of our catalogue, explaining why Star Windmills have been the greatest windmill success, and why they will be a money-maker for you.

Get the agency for Star Windmills to-day, for to-morrow may be too late

HOOSIER AND FAST MAIL PUMPS

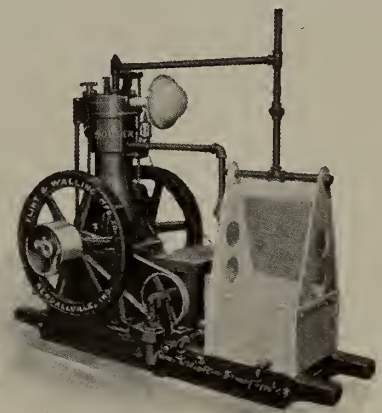


A line of pumps which never fails to make good. Any dealer can handle Hoosier and Fast Mail Pumps with credit. A full and complete line of pitcher pumps, house force pumps, lift pump standards, hand windmill lift pump standards, hand and windmill syphon force pumps, upground force pumps, set lengths—pumps of all kinds and for all conditions, working heads, cylinders, working barrels and big line of auxiliary goods, power pumps, pump jacks, etc., and galvanized steel tanks. Get our catalogue, it will prove a money-maker for you.

Fig. 845, Fast Mail Under-ground Anti-Freezing Force Pump.

Hoosier Gas and Gasoline Engines

If you have sold gasoline engines to your sorrow (many dealers have), here's your opportunity to do it to your profit. Hoosier Gasoline Engines are equal to any engine on the market, AT ANY PRICE. They STAY sold. Start in any temperature and run, without trouble, until stopped or until gasoline supply is exhausted. Vertical or horizontal, portable or stationary, in sizes ranging from 2 to 15 horse power. Please ask for our catalogue and discount sheet.



Hoosier Gasoline Engine, 3 and 6 H. P. Vertical

Progressive Dealers everywhere are handling Star and Hoosier Products
WHY NOT YOU?

FLINT & WALLING MFG. COMPANY,
675 OAK STREET,
KENDALLVILLE, IND., U.S.A.

Invents a New Plow

James W. Southwick, Springfield, Ill., is the inventor of a new type of plow, which is a radical departure from the usual moldboard principle.

The invention consists of an iron, or steel, frame upon which the seat is supported, and carries a set of narrow blades with miniature plowshare points at the end of each. These may vary in number from four to a dozen, according to the width of furrow to be cut. They are elevated or depressed with a lever, which regulates the depth plowed.

The purpose of these blades is to penetrate and slice the soil to the depth to which it is desired, and to move the slices laterally without turning over the soil, pulverizing the slices during the lateral movement and leaving no clods.

Advantages claimed by the inventor for this new mode of tillage are that the cuts made by the vertical blades are in reality thin, vertical slices which are thoroughly pulverized, with no clods; that the deep tillage affords good drainage so that the soil does not become water-soaked; and the deeply broken soil permits the roots of vegetation to extend well down into the soil so that the crop will not suffer from drouth.

The blades, which supersede the moldboard, are arranged in a series placed diagonally to the line of the draft. The distance between the blades is about equal to their width, or slightly greater. Each blade is behind the next preceding blade, a distance equal to, or slightly greater than, the width of a blade. The blades are, preferably, about 2 inches wide, but blades of greater or less width may be used.

All the blades are exactly alike. Each is a steel bar, somewhat thicker at the lower end than at the upper. The cross section is approximately a triangle, having one obtuse angle. The cutting surface is drawn to form a knife edge extending the length of the blade. The contour is adapted to push laterally the deep slice of earth cut off by the knife's edge. The plow point at the end of the blade gives to the cut slice a slight upward movement, as well as a lateral movement, and the combined effect of these two movements is to pulverize the slice of soil.

In his specifications, Major Southwick advanced ten claims for patenting the various features of his invention. Eight of these have been granted and he feels that the principles involved, being recognized by the patent office as

fundamentally new, are protected against infringement.

As for the utility of the implement, it is claimed by the inventor to be applicable to any kind or condition of soil, or for the cultivation of any field crop, but that it will be especially practical in what is known as dry farming.—Farm Implement News.

Proposed New Atlantic Route.

It is reported in Eastern circles that a project to shorten the distance to European ports is taking definite form.

The construction of a railway from Quebec to a point on Cape Sir Charles, on the Labrador coast, connecting there with a proposed new line of steamships of the Lusitania type, to run between Cape Sir Charles and Liverpool and with a ferry across the Strait of Newfoundland, is a project now under way, in which a number of prominent Canadian and English capitalists are interested. The representatives of a large and influential English syndicate which has a charter to build a railway in the direction of Cape Sir Charles, have lately been in Montreal and are understood to have acquired rights in a railway running out of Quebec in which leading Canadian capitalists are interested. The syndicate's representatives lately left for New York, where they had a conference with Sir Edward Morris, premier of Newfoundland, who is taking great interest in the project. "There are in New York at the present time," said Sir Edward Morris, who was on his way to attend the coronation in London, "the representatives of a large and influential English syndicate who have acquired rights to a railway running out of Quebec and who have a charter to build a railway in the direction of Cape Sir Charles. I believe the syndicate's proposal will be favorably considered by both the Quebec and Newfoundland governments, and I see no reason in the world why such a route should not be constructed and operated in connection with a new line of fast steamships between Sir Charles and Liverpool and with a ferry connection between Sir Charles and Newfoundland, the width of the strait at that point being about 7 miles."

This would be by far the shortest passage across the Atlantic, and with ships of the Lusitania type the voyage from land to land could be accomplished with only three nights at sea. The route would be open all the year round; occasionally drift and floating ice would be met with, but nothing to obstruct properly built and equipped steamships. From Cape Sir Charles to Quebec is about 1,000 miles, and with

a line of standard gauge this could be covered at 60 miles an hour, which means that passengers could be landed in lower Canada and in the United States 24 hours earlier than by the Lusitania to New York to-day. This can readily be seen when it is explained that the ocean passage would be 1,000 miles shorter and that 1,000 land miles would be covered at 60 miles an hour, which is nearly three times as fast as the Lusitania and the Mauretania travel.

How Australian Wheat is Handled,

Wheat growers of Australia, according to U.S. Consular Reports, are awaiting with considerable interest a trial, soon to be made by the Government of South Australia of the system of shipping wheat in bulk as is the practice in the United States and most other wheat-growing countries.

At present the wheat produced in South Australia, as well as in other parts of the Commonwealth is shipped in bags, which usually hold somewhat over 3 bushels each. Bags holding 186 pounds of wheat, the usual average, cost locally \$1.32 per dozen, or 11 cents apiece; the bags are resold for about 3 cents each, so that there is a loss per bag of 8 cents. On a crop of 91,000,000 bushels, such as the Commonwealth raised in 1909, allowing approximately 3 bushels to the bag, over 30,000,000 bags would have been required, involving a loss of more than \$2,400,000, although some of this amount may have been saved by the re-use of bags for grain consumed at home. It is also thought by many local authorities that the bag system creates for Australia much special expense as regards handling, transportation and distribution that would not exist were the simpler bulk system adopted.

BULK SHIPMENTS

On the other hand, it is contended by some persons who are opposed to the change, that the initial outlay would be too great to make it worth while, that it would cause insurance rates on wheat to be advanced one-third, and that the expense would have to be met of outfitting vessels especially for shipping wheat in bulk, of altering the wagons of farmers, also railroad cars, and finally of erecting numerous elevators. The relative merits or demerits of the bulk system as compared with the bag system will, however, be put to the test by the South Australia experiment, and if the bulk system is found to be the more economical, as most well-informed authorities in the trade believe, then it will probably lead to a revolution in the system of wheat handling in Australia and prompt

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the erection all over the country of elevators on the American plan.

Shipping grain in bulk will be quite a new feature in Australia, where the only elevators now used are for loading bagged wheat at the various ports. At the rural railroad stations in wheat districts the State Governments provide sheds in which the bags of wheat are piled until they are shipped. The storage charges at these sheds are merely nominal. At a recent conference of wheat growers of New South Wales at Sydney the State Government was strongly urged to erect elevators and provide railroad cars suitable for handling wheat in bulk, but the premier replied that, while there might be considerable advantages in such a system, yet the expense of installing the necessary equipment would be so great that the Government could not see its way clear, for the present, to arrange for bulk handling along the State-owned railways.

The recent report of the royal commission appointed to investigate the cost of handling wheat showed that it cost South Australia 15 cents per bushel to get its grain to Europe, against 8 cents for Argentina, 3½ cents for Canada, and 2 cents for Atlantic ports of the United States. It is owing to the discoveries made by this commission that the South Australian Government is now aroused to the need of assisting farmers to save money in shipping their grain. In a general way, the same conditions appear to prevail in other States as in South Australia, and the high cost of marketing the crop, especially the cost of the bags, is a serious drawback to agricultural enterprise.

AUSTRALIAN SELLING METHODS

If the bulk handling of wheat becomes general in Australia, it is likely that other developments tending toward economy and efficiency will follow, and that the grain trade will be conducted more as it is in the United States.

At present Australia has no institution, such as the Chicago Board of Trade, where commission merchants can concentrate their orders and establish definite quotations from day to day. The business here is conducted largely by haphazard bargaining between producers and buyers in the large cities who have their own private cable advices from England as to market conditions there and in America, and who to a great extent make their profits out of the lack of similar information among a large section of farmers, many of whom, not having any definite views themselves as to the values of wheat, sell for whatever is offered them.

Wheat in Australia is locally sold and exported on a standard of fair average quality (f. a. q.) as fixed by the chambers of commerce in the leading cities of the different States. The standard in New South Wales, the chief wheat-growing State was fixed by the Sydney Chamber of Commerce in February for the harvest of 1910-11 at 62¼ pounds per imperial bushel. South Australia has fixed the standard f. a. q. at 62½ pounds for this season's crop, and Western Australia has done the same. The Victorian standard has not yet been decided.

EXTENT OF THE WHEAT INDUSTRY

Six and one-half million acres of growing wheat, yielding 91,000,000 bushels of harvested grain—such in brief is the story to-day of Australia's wheat industry, yet estimates of the actual capacity of Australia, in the matter of further wheat growing, place the total available land at thirty times that at present employed. This means that Australia can, and in time may, sow over 180,000,000 acres in wheat.

HARVEST METHODS—IMPLEMENTS

Harvesting may be done by means of a combined harvester, which strips the heads off the standing crop, leaving the straw,

threshes and cleans the grain, and delivers it into bags, which, when sewed, are thrown off the machine to be subsequently picked up by wagons and carted away direct; or else the crop may be gathered with a "stripper," which simply pulls off the ears of the wheat plant, the machine, when full, being emptied at some central point in the field, where winnowing is necessary to separate the chaff from the grain. Many farmers prefer the stripper and winnower method, for the reason that they secure the husks of the grain, which is a stand-by for rough feed for stock during the winter months. Both methods have their advantages, but, on the whole, the increasing number of combined harvesters in use is the best testimony of their superiority. The stripper harvester and the combined harvester are Australian inventions, their manufacture being conducted in extensive factories near Melbourne.

Of the aggregate number of plows, harrows, harvesters, reapers, and other field implements in use in Australia, perhaps 30 per cent., but certainly not more, are of American origin, according to an estimate made by a local expert in agricultural machinery.

Time to think of collections. Keep on the track of those slow payers, you need the money.

BEST SELLING SPECIALTY

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LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

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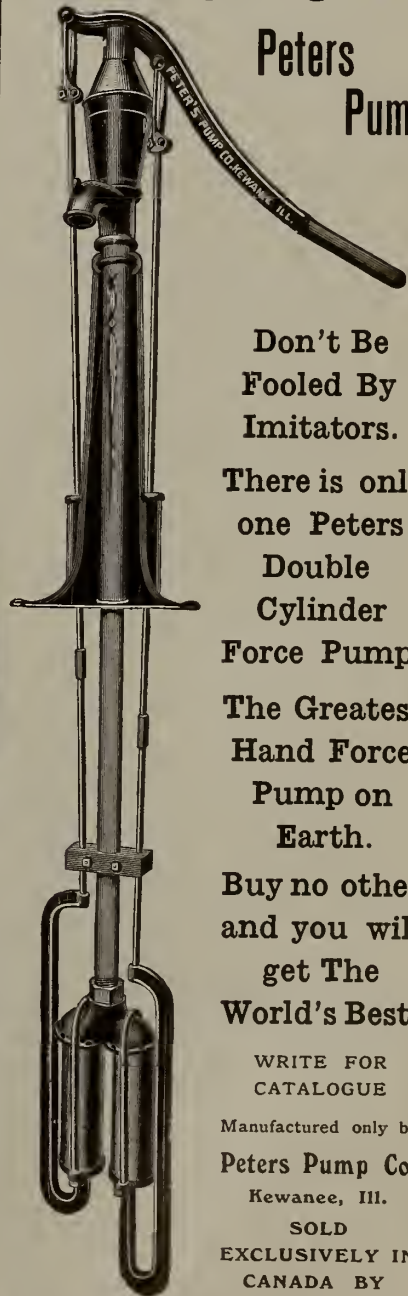
Cream Separator Statistics.

The pending American-Canadian reciprocity agreement provides for the free entry into Canada of cream separators of every description, and parts thereof imported for the repair of separators. According to official returns, the Dominion imported during the fiscal year ended March 31 last, cream separators and steel bowls for the same to the value of \$585,148 and materials for separators worth \$227,680, a total of \$812,828. Of these imports the United States furnished to the value of \$699,317 and the United Kingdom \$97,804.

The Dominion Dairy Commissioner in his last annual report estimates that the home consumption of Canadian dairy products now amounts to \$75,000,000. Adding to this the exports for 1909-10, including cream cheese, and butter valued at \$23,159,333, the probable total value of the dairy products in Canada for the last year amounts to \$98,000,000.

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Corn and its Products.

Corn is the king of the grains in the number of bushels produced and in all around usefulness. Corn is the foundation for the livestock industry in the United States, especially hog raising. Corn is used directly for food by thousands of people, in the form of corn bread, hominy and many excellent dishes. Indirectly it is the food for the entire meat-eating world, but aside from its food uses, there are many others that many people have never heard about.

People who like to talk in millions and billions should revel in discussing the corn crop. Corn was the gift of the new world to the old, says Farm Machinery. It probably originated in Mexico. Now it is grown all over the world and the average annual crop is about four billion bushels. The United States furnishes two-thirds of that total.

Every year some new use is found for corn. In the old days there were only two ways to dispose of it—to feed it to cattle, and, in the shape of cornmeal, to use it as human food. The meal had to be made for local consumption, because when made, as it then was, from the whole kernel, it soon became rancid.

From the germ, which is separated from the kernel in the milling process, the oil is extracted by chemical and mechanical processes and constitutes a product which is coming into use in the manufacture of paint.

The vulcanized oil is used extensively in surfacing linoleum and oilcloth and is applied to a number of other purposes. After the oil is extracted there is left a valuable residuum known as corn oil cake, which is used in the fattening of sheep and other animals. Nearly fifty million pounds of this material are annually shipped to Great Britain and Germany and there used by thrifty farmers, who find it cheaper than materials of a similar nature which they can grow at home.

A corn product which is coming into extensive use is glucose, made from starch, water and sulphuric acid. Confectioners use large quantities of glucose, which is a colorless, sweetish syrup useful as food when properly taken. Nearly two hundred million

pounds of glucose are sent out of this country each year to all parts of the world.

From cornstarch also comes dextrin of several kinds, used extensively in the making of glue, paste and mucilage. When one licks a postage stamp, one gets a taste of dextrin, flavored often with some harmless preservative.

One other use of corn may be mentioned as in all probability having an important bearing on future industrial pursuits. Denatured alcohol is already extensively manufactured from corn, both at home and abroad. Despite the advancing price of the grain it is still one of the most economical sources of a product which under different legal restrictions may become important as a source of heat, light and power in homes, especially farm homes.

Extensive experiments conducted here and abroad demonstrated that bulkheads constructed of cornstalks were nearly impervious to water when a shot passed through them. Some of the largest ships are now protected with a belt of corn pith cellulose largely made from corn grown in the Ohio valley. The same material, or modified forms of it, is used in the manufacture of high explosives, such as gun cotton and smokeless powder.

Pyroxylin varnish, another material made from cellulose, is a useful product manufactured in connection with the other products just mentioned.

From time to time the attention of the country has been directed toward the vanishing supply of wood for the manufacture of paper or paper pulp. Various attempts have been made to manufacture paper from other materials, and a good many years ago samples of fine paper were produced from cornstalks. The processes as followed were, however, not economical, so that the work was abandoned. More recently, however, new light has been thrown on the subject through improved methods and processes.

Like the grain the stalks contain a number of products which can be separated under proper chemical, physical and mechanical processes. It has been demonstrated that a form of low

grade molasses can be taken from cornstalks without in any way detracting from their value for the manufacture of paper.

In passing it would be well to call attention to another part of the corn plant which is considered a more or less useless thing by the farmer, namely the cob.

With the increased knowledge which experimental work has developed at the agricultural college and stations, the usefulness of this material as a stock food when ground in connection with grain has been shown.

Large quantities, therefore, of ground grain and cobs are now used for feeding. The cob is also ground and mixed with various highly concentrated feeds, such as cotton seed meal, and sold for stock food. Large quantities of cobs, furthermore, are utilized in certain parts of the Mississippi valley in the manufacture of corn cob pipes.

Lastly, a process is now being developed to obtain gas from the cobs, which are burnt in retorts.

Manufacture of Chinese Plows.

It is frequently remarked that the Chinese, while using the most primitive agricultural implements, are generally slow to adopt foreign machinery, even though they admit its superiority. While it is well known that the foreign article is more expensive, the enormous difference in cost is seldom realized. This refers more to the initial cost than to the ultimate cost, for a foreign plow will outlast several plows of Chinese manufacture. Illustrative of the difference in cost a few figures will be given with regard to the plows which are made by the Chinese in this district.

There are at Antung, says a U. S. Consular Report, three establishments manufacturing plowshares, producing altogether over 35,000 annually. Most of them are made of scrap iron brought from other Chinese ports. They are cast in rough molds and are very brittle and easily broken, but are sold at low rates. The two sizes weigh, respectively, about 9 and 6 pounds, and sell for the equivalent of about 14 and 12 cents United States currency. While somewhat rudely constructed, they seem to answer the purpose of the Chinese fairly well.

While the wooden portions of the plow are also sold cheaply, they are expensive compared with the iron parts. This also refers to the initial rather than to the ultimate cost, for while the iron has to be renewed at least once a year, and generally oftener, the wooden frame can generally be used for upward of 10 years. It is made of hardwood grown in this region. The Chinese name is the same as

the one which they apply to the foreign elm, but the wood is much more dense and tough. These wooden frames sell complete for the equivalent of about \$2.45 United States currency. Many of these are manufactured in Antung, but most of them are made in the villages throughout the surrounding country.

While a few of the more wealthy farmers in the north desire to purchase foreign agricultural machinery, most of the Chinese farmers are too poor to do so. Their crops are small and, as a rule, they have little ready money. It is more convenient to pay a little each year to renew the worn or broken parts of their Chinese plows than to purchase plows of foreign manufacture. Many of them never visit a treaty port. The only articles purchased are sold in the villages nearest to their farms, and as Chinese plows and plowshares may be bought at the largest of these, the article nearest at hand is used. It is evident that, while a few of the more progressive and prosperous Chinese purchase foreign agricultural implements, such luxuries will be far beyond the reach of the greater part of China's agricultural population.

Driving a Horse.

The horse is a large rectangular animal with a leg at each corner, and is first incased in a varied collection of straps and then placed in front of the vehicle.

The reins, with which it is governed, are attached to the bit, which the intelligent animal holds in its mouth.

Ever and anon the horse will flip its tail over the reins and hold them so that you cannot pull on them. At such times tradition has it the horse is malevolently intending to run away. The procedure in this case is to shout "Whoa!" as loudly as possible.

Gentlemen in driving a horse, will click the tongue against the cheek from time to time and say: "Easy, now, easy!" Ladies will purse the lips and make a sound resembling a Salome kiss.

The horse is a contrary brute. You may attire yourself perfectly for driving, from gloves to shoes, and may hold the whip at the exact angle prescribed in the statutes in such cases made and provided, and still the animal will casually nibble the foliage along the way and will carelessly attempt to climb fences or telephone poles.

And when you have concluded that it is mad, the boy from the livery stable will come, with his blue jumper and chew of tobacco, jump to the seat, grab the reins and advise the animal to g'lang. It will instantly g'lang at a Maud S. pace.

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This machine is no experiment: five hundred were manufactured last year, all of which were quickly sold. And we could have sold several times that number. Dealers who only ordered a half-dozen, sold them all the first day; and could have sold many more could they have got them. These same dealers have already placed big orders for next year.

We want a live agent in every town and village in Western Canada, and while a lot of territory has been taken up, yet there is a good deal left. If we have not got an agent in your town, it will certainly be to your great advantage to write without delay for our attractive proposition.

This machine, which is built for both formaldehyde and bluestone, will sell at sight to nearly every farmer in your district, and if you don't get the agency now you will regret it when the other fellow does. Don't put it off, but send in your name and address to-day; full information will be sent by return mail.

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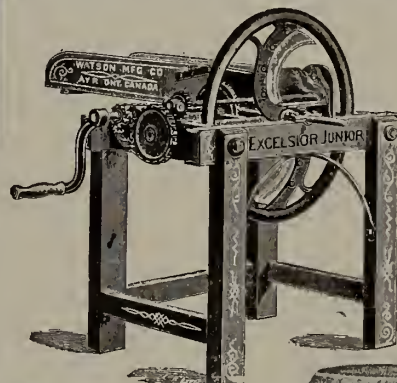
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WINNIPEG

Agricultural Motor Competition—Canadian Industrial Exhibition

WINNIPEG, JULY, 1911

RESULT OF PLOWING TESTS

CLASS	Entry Number	MAKER'S NAME	Number of Plows	Width of Plow—Inches	Maker of Plow	Acres Plowed	Average Depth	Time Lost Due to Engine—Minutes	Actual Time Plowing—Minutes	Acres Plowed per Hour	Average Drawbar Pull	Average Drawbar Horse Power	Fuel Used, Including Turns—lbs.	Drawbar Horse Power per Unit of Fuel	Fuel Used per Acre Plowed—lbs.	Cost of Fuel per Acre Plowed—\$
A Gasoline	1	I H C 20-H. P. Mogul	4	14	Oliver	2.47	3½ inches	15	144	1.03	2650	12.93	40.1	7.74	16.23	.4638
B Gasoline	2	Kinnard Haines	4	14	Deere	3.98		0	190.5	1.23	2985	18.75	63.3	9.40	15.92	.4548
	3	Avery Co.	3	14	P. & O.	3.18		2	195	.98	1800	10.81	69.8	5.02	21.95	.6271
	4	I H C 25-H. P. Titan	5	14	P. & O.	3.06		.5	125.5	1.46	3150	17.64	33.7	10.95	11.01	.315
	5	M. Rumely Co.	6	14	Rumely	3.57		0	145	1.47	3800	18.42	68.4	6.51	19.16	.5474
	6	Goold, Shapley & Muir	4	14	Cockshutt	2.36		5	157	.90	3000	13.43	53	6.63	22.45	.6414
	7	American Abell Co.	4	14	Deere	4.89		.5	262	1.11	2000	16.09	112.3	6.26	22.96	.6560
C Gasoline	9	Kinnard Haines	6	14	Moline	5.86		4	204	1.72	4500	25.84	96.5	9.10	16.47	.4705
	10	Sawyer-Massey Co.	6	14	Verity	6.05		11	253	1.43	5400	25.00	119.8	8.80	19.80	.5657
	11	I H C 45-H. P. Titan	10	14	P. & O.	6.00		0	139	2.59	6400	32.36	74.8	10.21	12.47	.3563
	12	Gas Traction Co.	8	14	Deere	6.43		0	167	2.30	5800	32.54	94.4	9.59	14.68	.4194
	13	I H C 45-H. P. Mogul	10	14	P. & O.	6.03		1.5	140.5	2.58	6650	33.27	81.9	9.51	13.58	.388
	14	Goold, Shapley & Muir	5-6	14	Cockshutt	4.61		1.5	212.5	1.30	3400	15.00	116.7	4.55	25.31	.7231
	15	Aultman-Taylor Machinery Co.	8	14	Deere	8.66		3	195	2.66	5450	32.73	117.2	9.07	13.53	.3866
	16	Gaar Scott Co.	8-10	14	Deere & Moline	9.49		2.3	257	2.21	5450	29.17	378.7	3.8	34.63	.9894
	17	Buffalo Pitts Co. (Withdrawn)														
D Kerosene	18	I H C 20 H. P. Mogul	3	14	Oliver	1.91		0	139	.82	2275	11.50	1.1G 45.7K	5.69	24.5	.3724
	19	I H C 25-H. P. Chicago Special	4-6	14	"	3.11		5	172	1.08	4000	16.35	1.6G 91.4K	5.04	29.90	.4545
	20	I H C 25-H. P. Titan	4	14	"	2.40		5	120	1.2	2700	15.81	1.1G 72.8K	4.28	30.79	.4680
	21	M. Rumely Co.	4-5	14	"	3.61		1	177.5	1.22	3400	17.95	.6G 95.K	5.95	26.48	.4025
	22	I H C 45-H. P. Titan	10	14	P. & O.	6.03		0	132	2.74	6300	33.54	.5G 115.8K	6.34	19.28	.2931
	23	Gas Traction Co.	6	14	Deere	6.00		0	192.5	1.87	4975	30.27	3.5G 128.3K	7.37	21.99	.3339
	24	Kinnard Haines	8	14	"	8.16		6	218	2.24	5900	31.70	12.5G 128.2K	8.19	17.24	.2824
	25	M. Rumely Co.	8-10	14	"	7.49		0	192	2.34	6500	30.78	1 G 177.3K	5.52	23.80	.3618
F Steam	26	Buffalo Pitts Co. (Withdrawn)														
	27	American Abell Co.	6-8	14	Deere	4.61		10	132	2.09	5908	31.05	1088.5	6.273	236.1	1.003
G Steam	28	Avery Co.	8-10	14	Cockshutt	10.0		14	208	2.88	6600	36.70	1892	6.723	189.2	.804
	29	Gaar Scott Co.	4-10	14	Deere	4.95		0	91	3.26	4750	35.73	1029	5.267	208.0	.884
	30	Sawyer-Massey Co. (Withdrawn)														
	31	Sawyer-Massey Co.	6-10	14	Moline & Deere	5.17		0	128	2.42	7250	36.75	1068	7.338	206.6	.878

Scales furnished by the Canadian Fairbanks Co.:—Gasoline and Kerosene by the Imperial Oil Co., and Coal by the J. D. Clarke Co. Imperial Gallon of Fuel:—7 pounds Gasoline or 7.9 pounds of Kerosene. United States Gallon:—231 cu. in. Imperial Gallon: 277.27 cu. in. Cost estimate based on:—Gasoline, 20 cents per gallon of 7 pounds; Kerosene, 12 cents per gallon of 7.9 pounds. The Judges were—Prof. A. A. Greig, University of Saskatchewan, Prof. L. J. Smith, Manitoba Agricultural College, Prof. J. B. Davidson, of Iowa State College, Prof. C. L. Guinness of North Dakota Agricultural College, Prof. H. H. Musselman of Lansing, Mich.

The Work of IHC Engines at the Winnipeg Motor Contest

On the opposite page, we reproduce a part of the tabulated score, showing the work accomplished by the different engines in the plowing contest. Analyzing these figures, point for point, we find:

- First, An IHC gasoline engine plowed the cheapest acre plowed with gasoline,— $31\frac{1}{2}$ cents.
An IHC engine plowed the second cheapest acre plowed with gasoline,— $35\frac{6}{10}$ cents.
An IHC engine burning kerosene, reduced the cost of plowing an acre to $29\frac{3}{10}$ cents.
- Second, An IHC engine plowed the greatest number of acres per hour,—2.74 acres. This is a record.
- Third, An IHC gasoline engine used less gasoline per acre than any other engine in the contest,—11.01 lbs.
- Fourth, An IHC engine drew a larger number of plows than any other engine. Every IHC engine above the 25-H. P. class picked up 10 fourteen-inch plows and pulled this number throughout the test whether burning gasoline or kerosene.
- Fifth, An IHC gasoline engine delivered the largest average drawbar pull,—6650 pounds.
- Sixth, No IHC engine entered was obliged to stop for any defective part, breakage, readjustment, or miring.

CONCLUSION:

These results are taken directly from the judges' figures reproduced on the opposite page. They prove, in so far as a contest can prove, that when it comes to real plowing in a real farmer's field, the IHC engines, whether Titan or Mogul, gasoline or kerosene, have no equal. Neither time, money, nor pains was ever spared in the effort to produce the simplest, strongest, most durable engine that experience could develop. Each contest for the past three years has shown that the single and double-cylinder engines are right, last longer, do more work, use less fuel, are managed more easily than the more complicated high speed four-cylinder engines.

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

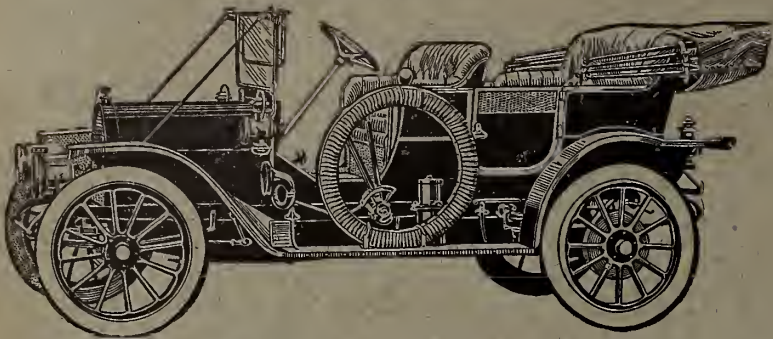
INTERNATIONAL HARVESTER COMPANY OF AMERICA

CHICAGO

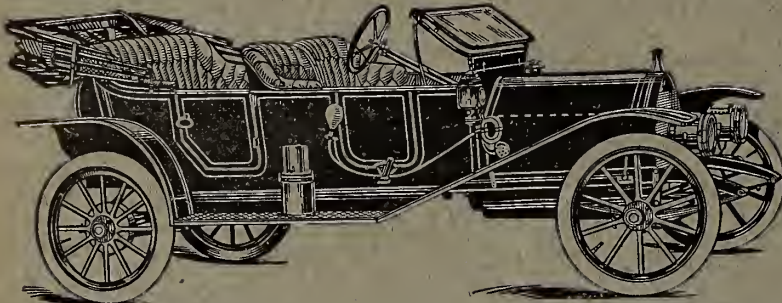
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More Than You Ever Got Before



Reo 5 passenger touring CAR with top, front, semi or full fore doors, three oil lamps, gas lamps and generator. **\$1425.00** F.O.B. Winnipeg.



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JOSEPH MAW & CO. LIMITED,
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CENTRAL CANADIAN
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"Imperial" Pumping
Mill
Made in 8, 10, 12, 16 and
20 foot sizes.

YOUR HARVEST WILL BE A BUMPER IF YOU SELL OUR

Galvanized Steel
Pumping Wind-
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16 and 20 feet.

Galvanized Steel
Towers for all
purposes.

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Windmills, 12, 13,
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Grain Grinders,
Five Sizes.

Concrete Mixers,
Two Sizes.

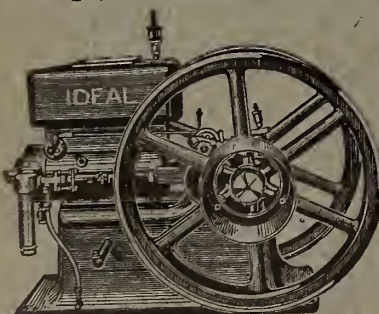
Iron Pumps, Lift
and Force.

Wood Tanks, all

styles. Brass Brass Cylinders, all sizes. Water Pipes and
Fittings, Plain or Galvanized, Steel Frame Wood Saws



Maple Leaf Grain Grinder
Made in 5 sizes.



Our new horizontal hopper cooled gasoline
engine, made in two sizes, 3 and 4 1/2 h. p.

We also make and sell "Ideal"
Stationary and Portable En-
gines in sizes from 1 1/2 to 50
h. p., and the demand for
these engines proves how ex-
cellent is the construction,
combining Simplicity, Dura-
bility and Economy.

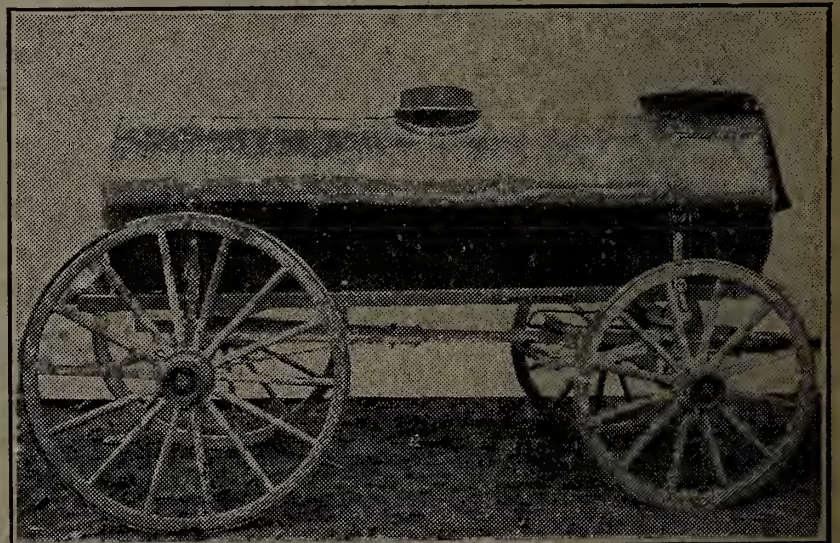
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BRANTFORD WINNIPEG CALGARY

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Steel Storage and Wagon
Tanks, for Water, Oil and Gasoline



Western Standard Oil and Gasoline Wagon Tank—Style B

Steel Tanks are a specialty with us. Our prices are right, and our
discounts the most attractive ever offered on this line.

If in the city come and see us or drop a card for Dealers' prices and
Discounts.

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CANADIAN FARM IMPLEMENTS

VOL. VII., No. 10

WINNIPEG, CANADA, OCTOBER 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 cents



UNION BANK OF CANADA

Established 1865

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PAID UP CAPITAL - \$4,682,000
REB AND UNDIVIDED PROFITS - \$3,350,000
TOTAL ASSETS - \$82,000,000

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THE GREAT WEST SADDLERY CO., LIMITED.

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Capital and Surplus \$1,500,000,

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Watson's Ideal Sleighs

Sell On Their Merits.

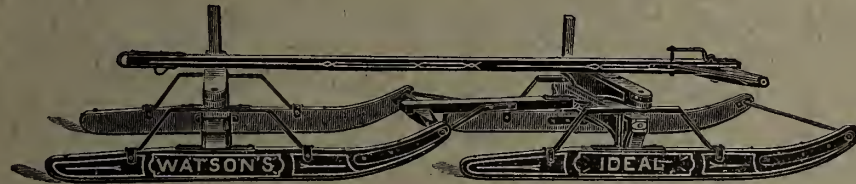
Made in all sizes, steel or cast shoeing. Watson's Sleighs are made of first class material throughout and are heavily ironed.

THE MOST PROFITABLE LINE YOU CAN HANDLE.
WRITE FOR FULL PARTICULARS AND TERMS.

Shipments made from Factory, Ayr; Winnipeg,
Brandon, Saskatoon, Regina and Calgary.

John Watson Mfg. Co.
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WINNIPEG



STRONG:—More and heavier steel is used, for rods, braces, raves, etc., than on other makes
DURABLE:—Only the best seasoned and straight-grained wood is used for runners, benches, poles, etc.

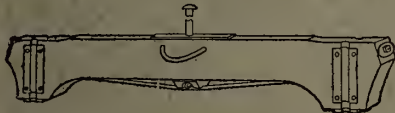
CAST SHOES:—Of a special patented design of our own, greatly superior to any other.

WELL FINISHED:—Painting, striping, varnishing, done thoroughly and attractively.

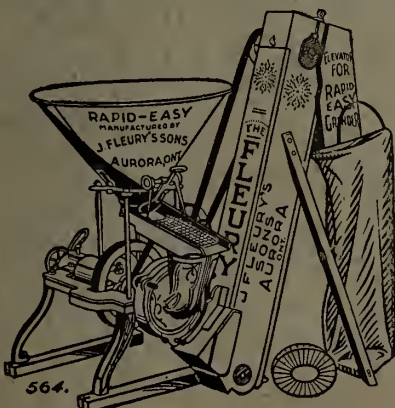
LIGHT RUNNING:—Runners are shaped so that the point of contact is directly under bench. They will ride on top of road. No skidding.

Equipped with patent trussed bench—will not sag or break.

"No One Can Give You a Better Deal"



Less Power and More Work



J. FLEURY'S SONS, AURORA, ONTARIO, CAN.

With "Rapid-Easy" Grinders than with others. Thousands in use in all Provinces, with powers of all sorts—windmill tread, steam and gas engines. A "Rapid-Easy" will give you pleasure and profit. No other "just as good." Only one best—the "Rapid-Easy." All sizes. Sold everywhere. Tell us what power you have, and ask for any information. This cut shows one style and only one size.

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Western Agents,

Winnipeg, Regina, Calgary,
Lethbridge, Edmonton, Saskatoon.

Seasonable Lines

We are prepared to take care of your requirements for:

Cotton Duck Stitched Belts

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Melotte Cream Separator Co., Ltd.

Corner Adelaide and Bannatyne Ave., Winnipeg.

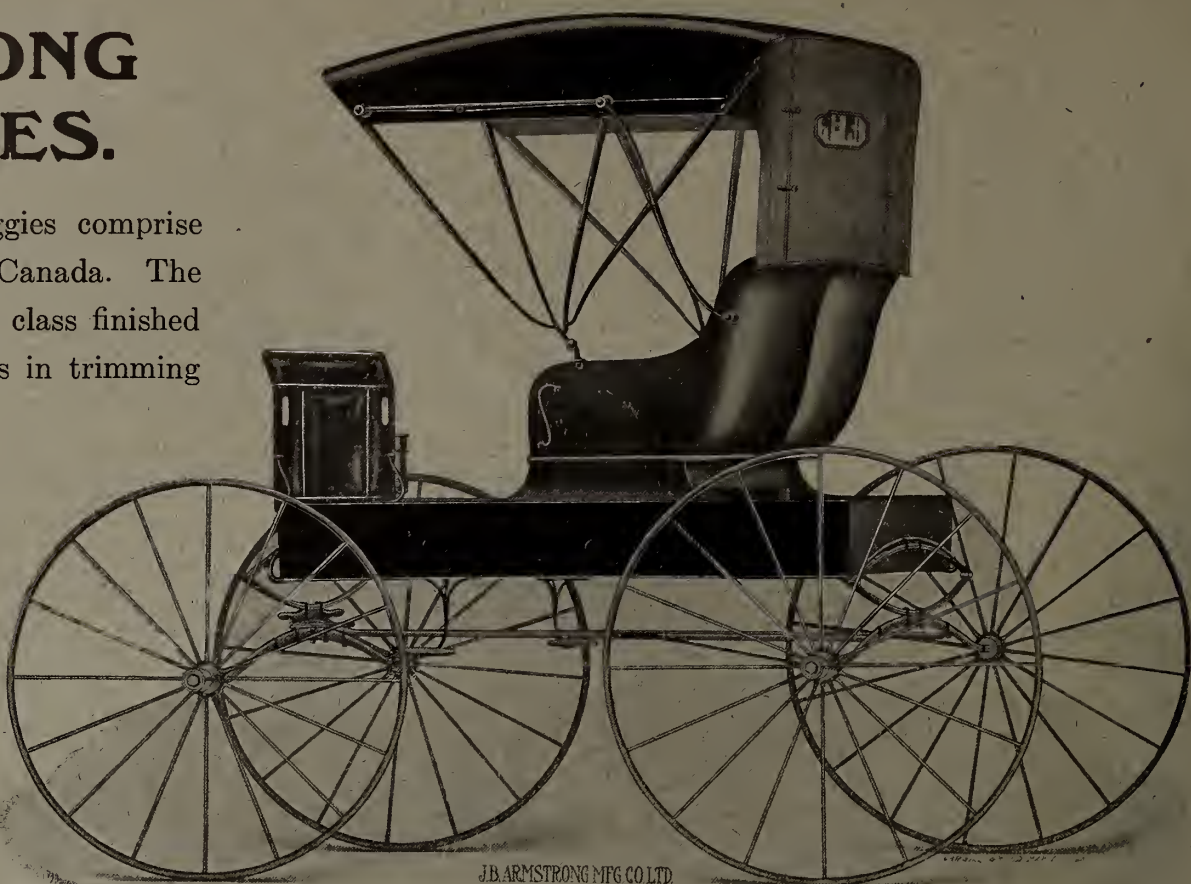
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Our Auto Seat Top Buggies comprise the best selling lines made in Canada. The most comfortable seats of this class finished in the nicest and best patterns in trimming styles.

We also manufacture all standard styles for Western trade.

Our Catalogue and Price List mailed to any dealer on application.

Our travellers will be glad to look up prospective customers.



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SUPERIOR, HOOSIER, KENTUCKY.

Always have held first place

There is a good reason

They meet every
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**Superior
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Nothing like them

Work like a charm

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GRAIN DRILLS

What implement dealer would not be impressed by the opportunities offered in the Sawyer-Massey line of Plowing, Threshing, Harvesting and Road Making Machinery?

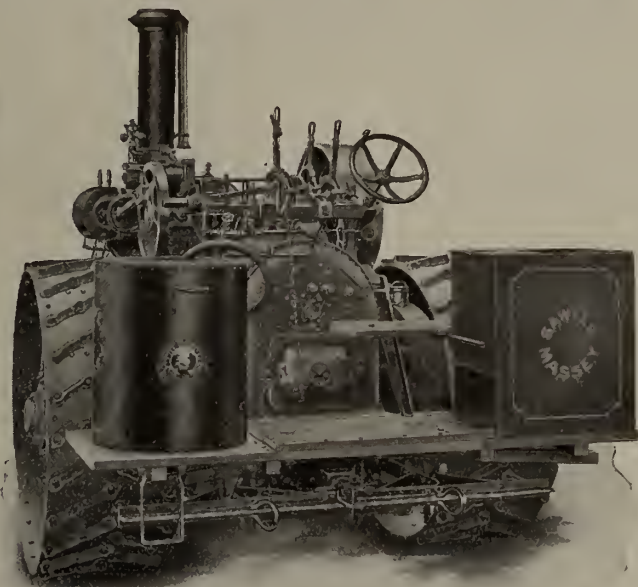
You already know that the Sawyer-Massey Company have the Best and most reliable Steam Engines and Separators. You know their Road Machinery cannot be beaten.

You will be impressed by the SAWYER-MASSEY GASOLINE ENGINE. It is a seller---a money maker---an order getter.

STEAM ENGINES:

Single Cylinder in 22 and 25 Horse Power.

Compound Cylinders in 27, 30 and 32 Horse Power.



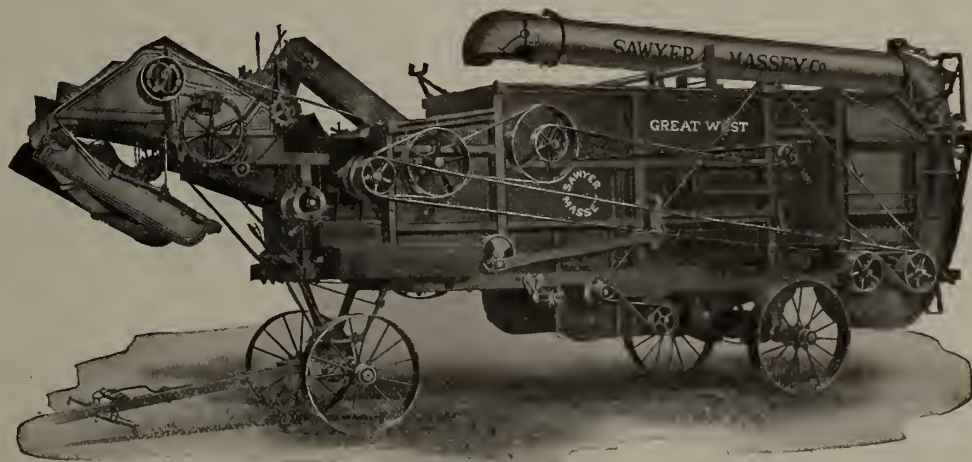
BRITISH COLONIAL or MARSHALL Gasoline Tractors, 35 and 70 brake Horse Power.

We have always done big business. This year we did a tremendous business. Orders already in, indicate that next season is going to be the biggest in our history. You don't want to miss this opportunity.

Remember Sawyer-Massey Company is a Good Firm to Tie Up With!

They have enlarged their plant, increased their warehouse and shipping facilities, increased their selling and advertising organization, and added two more lines to their already large line of machines.

"GREAT WEST" SEPARATORS in 7 different sizes, suitable for all kinds of work.



DAISY SEPARATORS in 2 sizes, especially adapted for gasoline power.

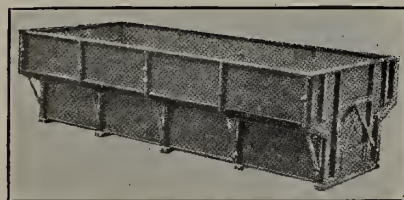
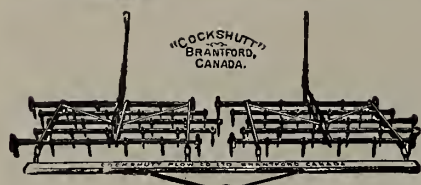
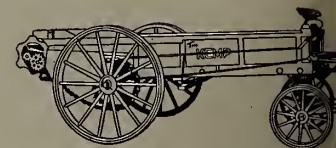
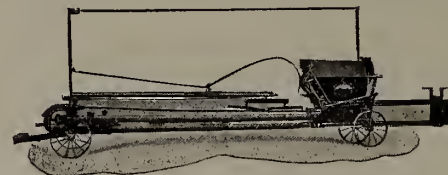
The Eclipse Separator for horse power, especially suited for the Individual Farmer's use, and may be run with a 10 to 12 Horse Power Gasoline Engine, also Sweep and Tread Powers.

Road Making Machinery. Sawyer-Massey Reversible Road Graders and small 2 horse junior Grader and Leveller, Rooting and Grading Plows. Complete Rock Crushing Outfits.

Drop us a line. Let us tell you about our Machines and our Agency Contract.

Sawyer-Massey Company, Ltd.

Union Bank Building, WINNIPEG, MANITOBA.



Be the LEADING The COCKSHUTT

No picture, however attractive, no price, however low, can justify the purchase of an implement that lacks the vital element of **quality**. Experience, skill, science and plain, old-fashioned honesty in material and workmanship must all be wrought into the implement **before it has the quality that will stand the test of years.**

That explains the reason why farmers look for the **Cockshutt** name a **small** thing to look for, a **big** thing to find!

For Cockshutt implements are **abreast** with the times, and in the **lead** with modern improvements. They are known throughout the universe as a reliable product. The factory is celebrated for the care exercised in the purchase and preparation of the raw material and conscientious effort put into the making of the finished product. **Down to the smallest hidden part, we are giving better than necessary--the very best we know.**

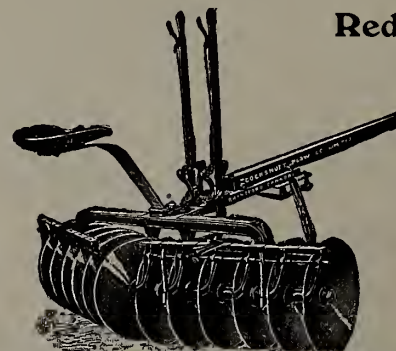
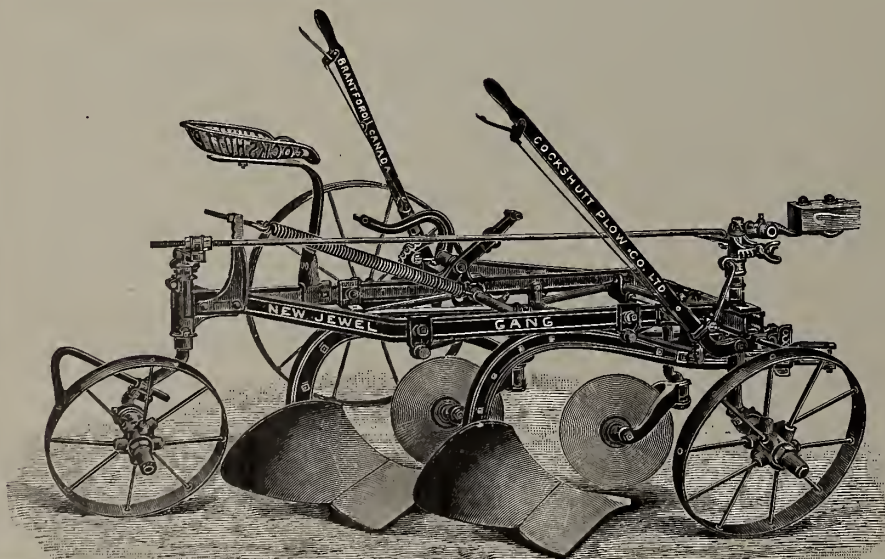
If you want to add to your profits and expedite your business become a **COCKSHUTT** dealer. Then you will realize what others have known for years: that selling **COCKSHUTT** implements is getting to be an easier proposition each year!

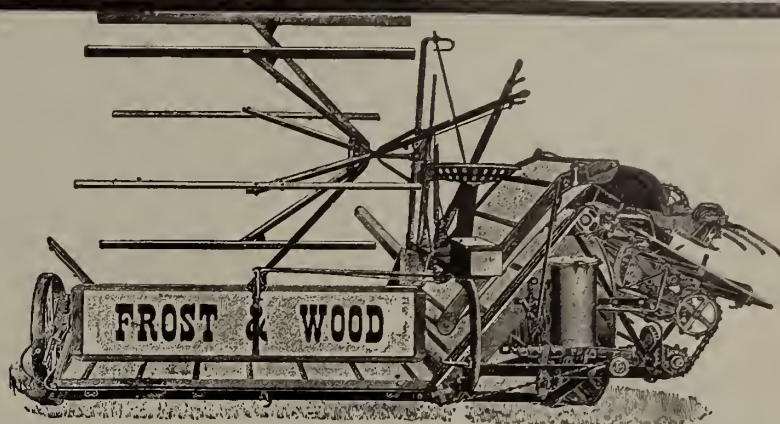
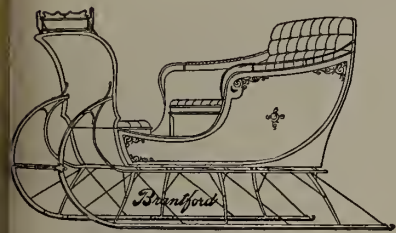
The Cockshutt

Winnipeg, Calgary

Distributors

Red Deer, Lethbridge, Edmonton





Dealer COCKSHUTT Dealer!

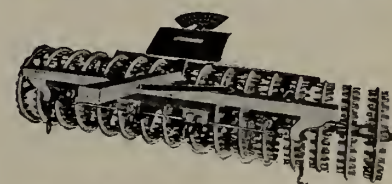
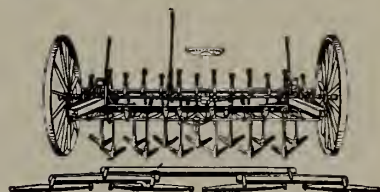
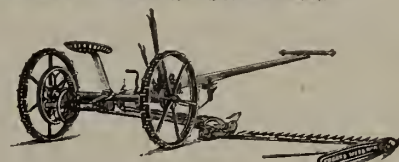
We are sole Western agents for the **FROST & WOOD** line, and this offers the **Cockshutt** dealer another easy step to bigger business and certain success.

It goes without saying that **any** implement must possess **exceptional** merit to retain its prestige and to continually satisfy a multitude of people for nearly **three-quarters of a century** as have the **FROST & WOOD** implements. They are known to farmers from coast to coast, and have been tried out under all conditions in everyday use.

The enormous growth of the **Frost & Wood** business is substantial proof of the merits of their output. Superior strength, durability and those little improvements here and there make the **Frost & Wood** line stand apart---unequaled.

GOOD SELLERS at a **GOOD PROFIT**, an easy step to bigger business and certain success!

CLINCH YOUR HOLD ON THE FARMING COMMUNITY by being a **COCKSHUTT** dealer! Write us to-day, before others do. It is to your own advantage. We shall be glad to give prompt personal attention to any inquiry from you for information.



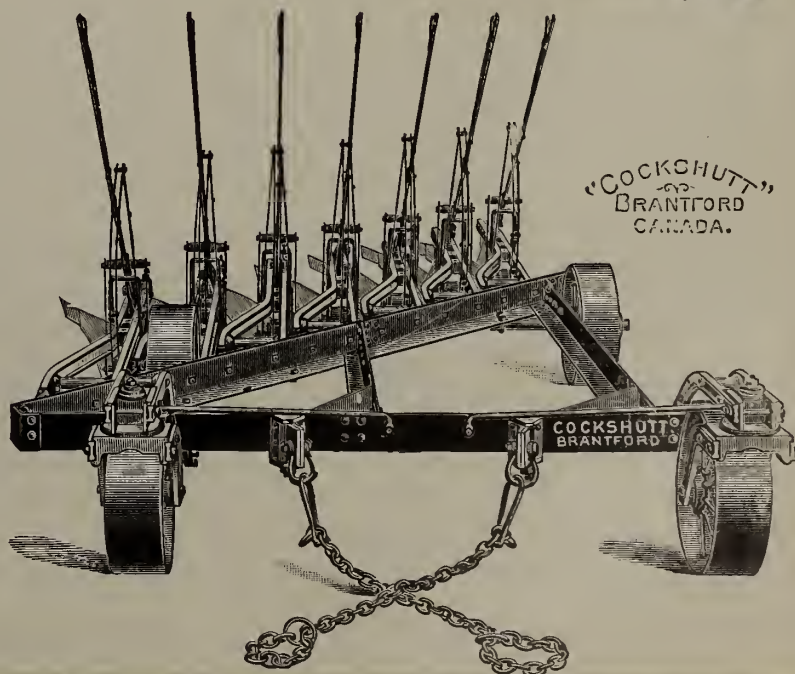
Plow Company, Ltd.

HEADQUARTERS:

Regina, Saskatoon.

Warehouses:

Brandon, Portage la Prairie



Keep pace with progressive Farmers and be a COCKSHUTT DEALER

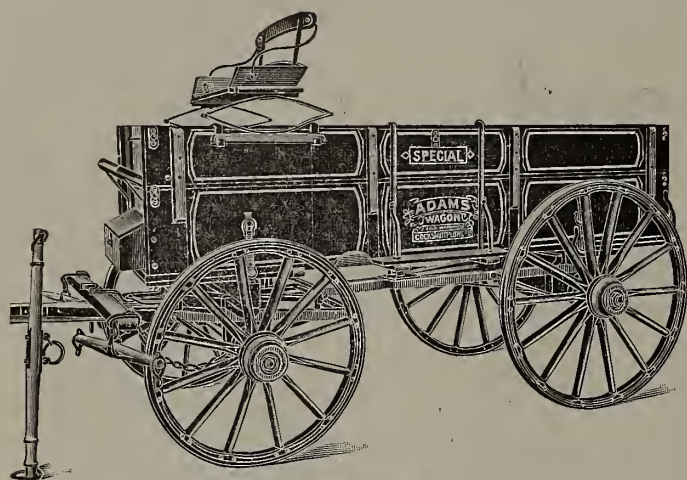
If you are not already on the Cockshutt side consider this a personal invitation to step over.

Besides the unapproached intrinsic merits of the Cockshutt Agricultural Implement line, Cockshutt Dealers have the assistance of the firm's long-standing reputation and its strong advertising campaign carried on in the Dealers' behalf in the Western agricultural journals.

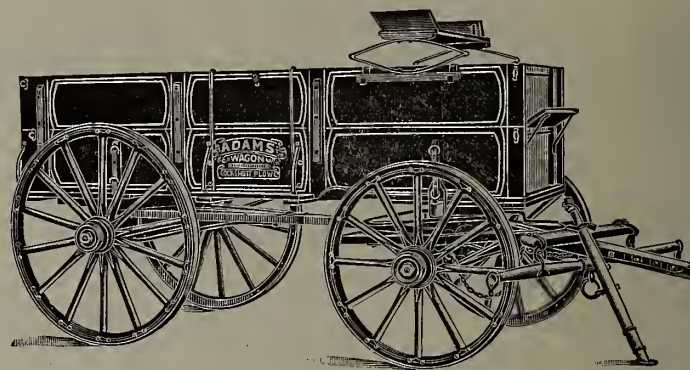
Devote yourself to Cockshutt Implement sales, and an unprecedentedly successful trade will be your reward. Write us for information, it costs you nothing, it obligates you to nothing, it is merely an intimation that you are willing to learn the truth about Cockshutt methods and merits.

Write TO-DAY. There never was a better time than RIGHT NOW.

ADAMS WAGONS



ADAMS SPECIAL



ADAMS STANDARD

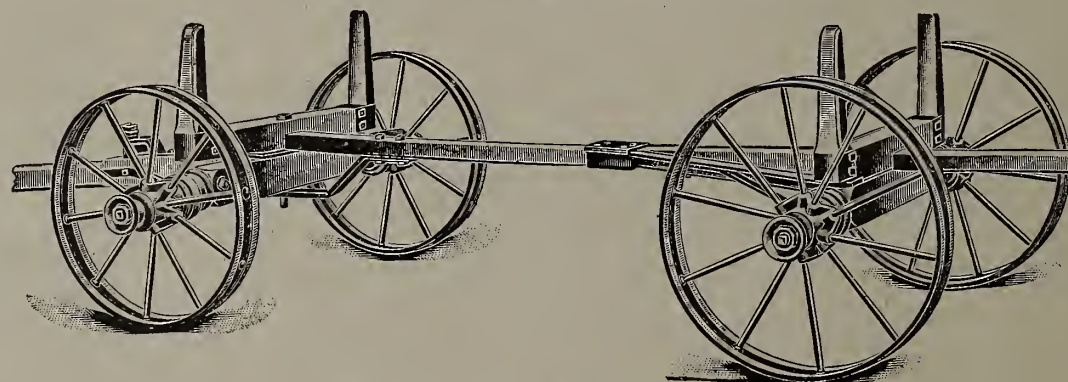
The durability of Adams' Wagons, their modern construction and complete adaptation for the purpose they are intended are well known to Western farmers. A thorough explanation to the prospective customer of the many superiorities of Adams' Wagons never fails to sell.

They are made specially for us, and are warranted by us. We know from actual inspection during manufacture that nothing but the very best selected wood-stock, thoroughly seasoned, goes into their construction.

Light running, well finished, of attractive appearance, thoroughly tested and tried by thousands of satisfied users.

METAL WHEEL TRUCKS

TRUCKS
that give
SATISFACTION
to every
user



TRUCKS
that bring
NEW BUSINESS
to every
seller

THE "DANDY" METAL WHEEL TRUCK

We carry the largest and most complete line of Metal Wheel Trucks to be found in Western Canada. You are missing a good thing if you do not handle these Trucks;—the wisdom of the Dealer who sells no other will not be long in becoming apparent.

In addition to Adams' Wagons and Metal Wheel Trucks we have Mountain Wagons, Heavy Teaming Gears, a full line of Lorries, Dumpcarts, etc.

"PERFECTION" GRAIN TANK

Grain tight
Flax tight
Special Tie Bolts
Automatic Lock
end Gate
Anti-Spill Board



Many Dealers carry the "PERFECTION" Grain Tank exclusively. They are proud to tell the Farmers so, and they find it PAYS. The flaring sides on the "PERFECTION" come out wider than on any other tank on the market. This brings the load closer to the wagon and prevents it from being top-heavy. The flared sides are braced with wood knees, re-inforced by 1½ inch pipe braces, making a strong, stiff, light and perfectly tight tank.

Cockshutt Plow Company, Limited

Branches: Winnipeg, Calgary, Regina, Saskatoon

Distributing Warehouses: Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie.

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 10

WINNIPEG, CANADA, OCTOBER, 1911.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

Advancing Trade Interests

Read by E. P. Edwards before the National Gas and Gasoline Engine Trades Association.

No better text can be selected for the advocacy of certain resolutions which will be presented to you for consideration than that contained in the opening lines of Article 11, Section 1 of our Constitution, reading as follows:

"The object of the Association shall be to protect, promote, further and advance the interests of the trade," etc.

All of us who have the interests of the association at heart and are honestly working for those interests in the belief that by furthering them our own best interests will be conserved, realize that anything which can be done towards reaching ultimate perfection in design, workmanship and equipment, should be done.

All of us who are striving for these ends realize that it is always difficult and often impossible to impress the prospective customer with the fact that he should buy on quality, and not on price.

Because the task is so difficult many of us shrink from it, and, in order to meet cheap competition, sacrifice the quality of our product and the completeness of our accessory equipment.

This is short sighted policy and if persisted in is sure to ultimately injure the trade.

"A chain is no stronger than its weakest link," and no matter how good our engine is, it will often be condemned because of the faulty operation of inferior magnetos, carbureters, sparking devices, or oiling system.

Again, condemnation is often the result of improper handling due to ignorance on the part of the user.

In thickly-settled communities the small individual plant cannot compete successfully, from the standpoint of economy, with the larger plant. This is why we find large central-station power companies furnishing power to the whole community in urban centers, to the practical exclusion of the small individual plant.

On the other hand, the isolated plant flourishes in those sections where the population is scattered to a degree which renders distribution of power from a central source uneconomical.

It naturally follows that the farm is the ideal place for the small individual plant. On most farms the use of coal or wood as fuel is prohibited by the cost, and the internal combustion engine is the logical prime mover.

Statistics show that by far the greater part of our output goes into rural districts, but despite the number of internal combustion engines now sold to the farmer, it is obvious that the field is still relatively undeveloped, and development is retarded for several reasons.

The farmer is not now generally or properly informed as to the relative merits of manual, animal, and mechanical power. He does not appreciate the great importance of employing the most economic power, be that animal, mechanical or manual.

He has been told what his animal and manual labor costs him, but he has not been taught that mechanical power is often the most economical.

As a result of this lack of education we find that ninety per cent. of the horses and mules are found in our rural districts, and the remaining ten per cent. in urban communities.

On the other hand, most of our mechanical power is found in the cities, and very little of it in the country.

Still, no one who makes a study of statistics will dispute the statement that manufacturing costs are lower in the city than in the country, and farming is essentially a manufacturing industry.

I say that the farmer has not been taught these things. It is true that he has been told, but the telling is done by biased parties and the tale is often inaccurate.

To-day every industry of importance has its engineers trained to give technical advice for the guidance of those engaged in that industry.

Can the farmer turn to any such source of information when he wishes to determine upon the proper kind of power to use? Is there any man or group of men capable of intelligently advising him whether he shall use mechanical power, manual or animal labor? Can

he ascertain reliably how much it will cost to carry on his various operations to the greatest economic advantage?

If such advisers exist, they are certainly "hiding their light under a bushel," and until they manifest themselves, the farmer will have to gain his knowledge by experience, which is often bitter, always reacts on the vendor, and does much to retard the ends which this association is endeavoring to attain.

We should not confuse lack of information with lack of intelligence, or ignorance.

The successful farmer is essentially intelligent but we cannot expect him to be informed on everything.

The prosperous farmer must possess a greater variety of knowledge than is necessary in almost any other industry, but he can't know it all, and he must be able to turn to some reliable authority for assistance in solving the intricate problem of economic first cost of production.

When the problem is solved for him, then the "higher cost of living" will cease to be an all-absorbing topic.

It will no longer be necessary for the vendor of agricultural wares to hawk his products through the medium of flamboyant, catch-penny advertisements, or rather the reputable manufacturer will no longer have to face that class of competition and can put his time and money into his product, instead of spending it to fight the unscrupulous methods of the man who is building something to sell, but not necessarily to operate.

It will no longer be necessary for manufacturers to build crude, inefficient and so-called "fool-proof" machinery.

Apparatus will be sold and bought on merit and on a business basis.

It will not be necessary to add an exorbitant percentage to the manufacturing cost to cover selling expense.

It will not be necessary to add for payment on purchases for an indefinite number of years because the farmer will know that it is to his advantage to pay

promptly because of the saving he will make through the proper application of the right power medium.

It will no longer be possible to impose upon the farmer by telling him that it will only cost twenty-five cents a day to operate a five horse power engine, because he will have learned that the cost of fuel is not the only item of expense and that interest on the investment, cost of attendance, depreciation and maintenance are of equal or greater importance. Also, he will realize that it is necessary to take account of these items in comparing mechanical power cost with animal and manual labor cost, and will not compute the cost of doing his work by horses solely on the basis of what it costs him in feed.

With an understanding of the mechanical power problem the farmer will realize that there are many things he can do through mechanics that he is not now doing.

He will realize that it is to his advantage to employ mechanical power for operating his dairy equipment, his hay presses, feed cutters, separators, milking machinery, fanning mills, pumping apparatus, wood-sawing, etc.

He will light his premises by electricity and thereby reduce his fire risk to a minimum.

He will use electricity in many ways, for while the internal combustion engine is the best prime mover for his purpose electricity is certainly the most economic and convenient medium for the transmission of energy.

In order to bring all these things about, it will first be necessary to educate our customers and the logical way to do this is through the United States Department of Agriculture colleges.

It is certain that we may expect their hearty co-operation if we will but do our share and point out to the Department and the colleges in specific detail the handicap under which we are laboring and our desire to build and sell the best and most suitable apparatus we are capable of producing.

Farm Implements in Italy

Years ago the great danger which Italian statesmen had to confront was the abundance of labor in that country; today the reverse is the case. Year after year there has been a steady flow of emigrants from Italy, consisting of able-bodied men who otherwise either would have had to find work on the land or starve. South America used to absorb the greater proportion of these wanderers, but latterly the drift has been more towards the United States. The result of this is that many agriculturists in Italy are feeling the effects of this outflow, and sometimes can hardly secure sufficient labor of the right sort. So that the Italian farmer is beginning to experience the same sort of difficulty—but a milder form—that is felt by the agriculturists of Britain, America, and some other parts of the world. The most conservative of Italian farmers are now willing to consider and examine labor saving machinery and appliances.

In dealing with this market—which, by the way, is worth about \$500,000 a year to U. S. exporters Farm Implement News says it should be remembered that in regard to heavy articles, such as steam engines and threshing machines, solidity and durability are essential. In these cases the question of draft is not so important, because the engine is available for transportation. The heavy hay crops of Italy require a substantial build in hay making machinery and rakes; here the essential point is strength and durability combined. On the other hand, in implements such as plows, drills and harvesters, lightness of draft and cheapness of cost are all important.

It is also desirable that such machinery should be exported in large quantities at a time, and it should be remembered that freight and duty have to be paid on the packing as well as on the machines.

There is a great demand in Italy for plows but the bulk of the trade is at present in the hands of Germany, whose makers have studied the exact requirements of Italian farmers and have taken pains to meet them. The English type of plow is too dear, too heavy and not the shape wanted. Many of the Italian plows are required to turn the furrow to the left, and they must be capable of suiting not only ordinary arable cultivation, but also of turning the soil in preparation for the crops peculiar to the climate of Italy and other southern countries. A plowing depth of one foot is quite an ordinary one, and sometimes for vine culture the depth required is as much as 20 inches, and occasionally 23½ inches. Mold boards, too are different in different provinces. Oxen are invariably used

for draft purposes and as a general rule two pairs of oxen are yoked to each plow.

The average life of a plow, as used in Italy, is about two years, and Italian farmers find it more economical to purchase cheap plows of light draft and renew them at short intervals than to get more expensive implements, the draft of which is too heavy for oxen, solid in construction and durable in character they may prove to be. The plows used are generally made of wrought iron and when worn out are readily disposed of to the local blacksmith, who uses the iron for many other purposes. Foreign plows are imported into Italy by car loads of five to ten tons, usually the latter.

Drills are in large demand, principally for the sowing of wheat, oats, rice and clover. The trade is largely in the hands of the Germans, although latterly some American drills have been purchased by Italian farmers. Lightness of construction and draft are essential.

In harvesting machinery lightness is again a desideratum. Horses in Italy are largely fed on chopped straw. Compared with those in use in the United States the animals are undersized and of inferior strength. Reapers and binders must, therefore, be suited to their capacity, and this is certainly better than trying to fit the horse to the machine. American makers have the bulk of this trade; but Canada of late years found an entrance, and Germany is beginning the manufacture of these machines in Italy. It is estimated that about 700 binders are annually imported into Italy, of which a very large per cent. are of American origin.

Haymaking machines are in use; but side delivery rakes would have a greater sale if they were of lighter construction. Here, as in the case of plows, a machine of light draft, adapted for oxen and relatively cheaper, represents to the Italian farmer a better economy than a heavy machine of solid make, lasting longer but crossing more. Makers should remember that more frequent renewal means more continuous profit; freight and duty are cheaper for lighter goods; both maker and user are able to take more frequent advantage of the latest improvements as they are effected.

Fall Tillage.

Although there has been no lack of moisture in the Canadian West this summer, the following suggestions from the Kansas Farmer are well worthy of attention. It is unlikely that rainfall will be so copious next summer, therefore, immediately following the binder stubble land should be treated with a view to conserving moisture.

Implement dealers can find here excellent arguments for pushing the sale of tillage implements such as disc harrows, etc.

Loss of moisture from stubble fields left bare after harvest is each month equal to five inches of rainfall so long as there is moisture left to evaporate. Plowed ground left loose, neither harrowed nor packed will, in hot, windy weather, lose in 24 hours sufficient moisture to equal 1 in. of rainfall. Taking Prof. Ten Eyck's experiences in the efficiency of moisture, the loss in a month from bare stubble fields of moisture is equal to five inches of rainfall and is a loss capable of producing 10 bushels of wheat.

Stubble fields in Kansas often lie bare two or three months after harvest, many growers thus losing each season sufficient moisture to double their yield of wheat.

Following the binder with the disc harrow, driving close to the binder in the space between the machine and the last row of bundles produces a soil that checks evaporation and if this process is carried out immediately after the grain is cut, there is no loss of moisture at all. Farmers short of teams can wait until the grain is cut and then disc the ground around the shocks, or in the stubble following the header. This not only stops evaporation, but puts the ground in fine condition for plowing later on.

Moisture goes rapidly out of freshly plowed ground left loose. Harrow attachments are made for the plows which pulverize the furrow as soon as it is made, creating a mulch on the freshly plowed surface that stops much of the evaporation. Some farmers take one section of a harrow, tie an extra horse to the plow team and let him draw the harrow over the fresh turned furrows. This is an economical method and the land gets harrowed two to four times. Other wheat growers unhitch from the plow before noon and then harrow what has been plowed, say up to 11 o'clock, following the same plan in the afternoon, so that each half day's plowing is harrowed immediately after plowing.

It is absolutely necessary to put an earth mulch over the field and maintain it. No wheat grower can afford to lose each month moisture enough to make 10 bushels of wheat.

Defoliation of Forests,

Bulletin of Commission of Conservation.

Considerable uneasiness and even alarm has been felt by lumbermen and others interested in forest products, over the depredations in different parts of Canada, of the spruce budworm, (*Tortrix fumiferana*.) It was feared that the spruce might suffer a fate similar to that of the tamarack which was killed by the larch sawfly about

twenty-five years ago. As a result, however, of careful investigations begun by the Division of Entomology of the Dominion Department of Agriculture during 1909 and still in progress, the situation appears to be much more satisfactorily and reassuring than was at first considered possible.

The destructive work of the budworm was first reported two years ago from Vancouver Island, where the Douglas fir was attacked; and from Quebec, where the spruce and the balsam suffered chiefly. In the case of Quebec, the pests were at first confined to the west-central portion of the Province, but during 1910 areas on the east of the St. Lawrence were also attacked. It was this latter circumstance that roused timber owners to a sense of the possible extent of the danger.

While in the caterpillar stage these insects destroy the buds of the spruce and balsam, especially at the tops of the trees. They also bite off the leaves, which, together with the excrement of the caterpillars, cause the tops of the trees to assume a reddish brown appearance. When a large area is attacked it appears as if it had been swept by fire.

As such plagues of air insects can only be controlled by natural means, the Dominion Entomologist visited a number of infected districts for the purpose of discovering a natural remedy that would meet the situation. Various insect enemies or parasites were found, that prey upon the budworm, and these are being used to destroy the pest. As the percentage of important parasites, especially of the minute species which attack the eggs of the budworm, is unusually large, there is abundant reason for hoping for the extermination of the latter. Judging by previous experiences in studies of this nature it is not improbable that the insect will be controlled by its natural parasites in the course of a year or two, that is, before it has inflicted any serious damage to the spruce and balsam by repeated defoliation.

Great Influx of Americans.

Bruce Walker, Dominion Immigration Commissioner at Winnipeg, has announced his opinion that this year will see at least 200,000 American farmers come into Western Canada, and up to the present the increase from the British Isles shows 40 per cent, over last year and will reach the enormous total of another 200,000 to be added to the population of the West this year.

The Man—I'd give anything if you would kiss me.

The Maid—But the scientists say that kisses breed disease.

The Man.—Oh, never mind that. Go ahead, and make me an invalid for life.

JOHN DEERE PLOW CO

THE FACTORIES

Deere & Co., Moline, Ill.
Steel Plows, Cultivators and Harrows

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Good Implements have
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John Deere Plow Co., Ltd., Lethbridge, Alta.
Con. Wagon and Mach. Co., Salt Lake City, Utah
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Wait for the "BT" Man

During the next few months our travellers will canvas the West, appointing Agents for the coming year. If you are open to take hold of a good side line, here is a chance to increase your profits considerably :: :: :: :: :: :: :: :: ::

The "BT" Line includes :

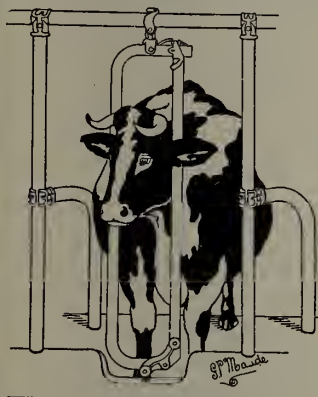
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STEEL STALLS
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SLINGS, etc.

It is a clean line. You have no second-hand stuff to dicker with and the profits are large :: :: :: :: :: :: :: :: ::

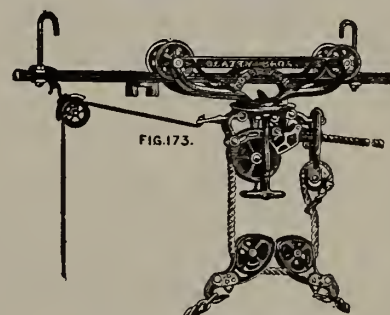
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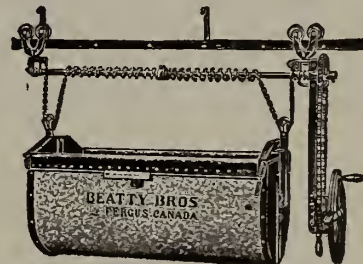


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Write to-day for our new Catalogue and secure the exclusive Agency for your district



The "BT" Sling Car



The "BT" Litter Carrier

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

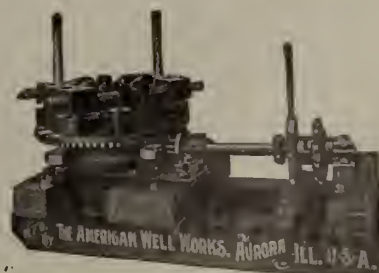
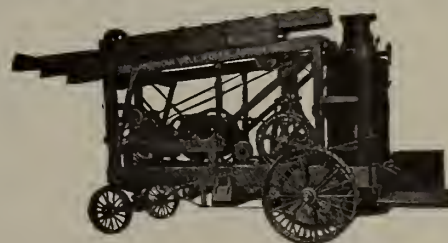
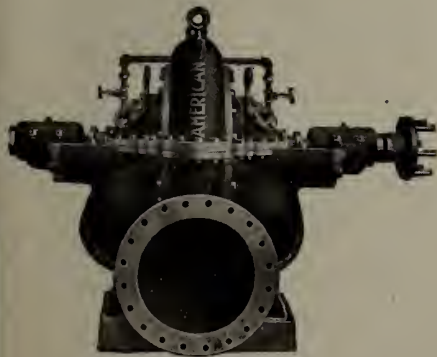
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

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Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



Agricultural Engineering

There is a wide field for a profession that, so far, is comparatively unknown — that of agricultural engineer. The importance of this profession is becoming more generally recognized by the agricultural colleges, and in a few years it may be that the new profession will be common and widely practised.

Probably no class of men are better fitted to fill the position than well-educated and experienced implement dealers, because in most cases they are ex-farmers with ample knowledge of agricultural problems, and their daily contact with all kinds of farm machinery should make them, in a limited sense, engineers.

Just now it appears there is

a good opening for the young man of a mechanical and artistic turn of mind. It may be that it will take a few years to bring the idea into popularity but it can be made popular by the time another generation of students are educated and prepared to take up the work. Every other big business is run by experts. Farming alone is conducted on the general plan, in many instances without even the producer of grain and stock knowing what his output costs. This will change as the present tide of agricultural education sweeps higher and higher, says the Spokesman-Review.

There is no professional man more needed in the community than the agricultural engineer. He is a man almost un-

known at present in this country, but unless all signs fail he will become a familiar figure within the next twenty-five years. He will have an office in every small town and small city. Farmers who have not, themselves, had the advantages of a course at an agricultural college will seek his advice. He will lay out the fields, he will supervise drainage, tiling, irrigating; he will look after the machinery, he will plan farm buildings, he will provide sanitary conditions, he will lay out farm homes and do many other things that will suggest themselves to the man on the farm.

There is scarcely a line of activity on the farm to-day and this will be more true as time goes on, that does not in some way call for machinery. The making of a pair of eveners, the

fixing of the gasoline engine, and many other similar things call for the principles of engineering. True, the average farm boy is raised to do these simpler things, but the more complicated machines may require a better mechanical genius. To-day the thresher is operated by a steam or gasoline engine, instead of the flail, and it takes a machinist to successfully run a threshing outfit or a tractor.

LAYING OUT A FARM.

How about the laying out of a farm home? In the earlier days the home was usually located near a spring, purely for the purpose of a water supply. To-day it is more likely the farmer will dig a well. However, it is not unlikely that a better location can be secured for the home, and the supply of water, piped from the spring to the house, if the principles of hydraulic engineering are understood. Thousands of farm homes are poorly located, and the general arrangement is worse.

The landscape engineer locates in the city and lays out the city homes, yet where could the services of such a man be better employed than on the farm, where the appearance of the barn, house, cribs, hog pens, the garden, windmill, and various other things should be harmonized in appearance as well arranged so as to give the best results in the way of health and to save the most effort in performing the work? How often may the water supply of the farmer be contaminated without his knowledge? These are only a few of the things that appear at first glance as the field for an agricultural engineer.

This is the day of concrete. Some farmers possess the mechanical genius to grasp the principles of the art with little study, but there are thousands who never will be able to understand such things. To them the agricultural engineer would be valuable. Not only will the building be constructed better, and better located, but no doubt it may be done for less cost.

CAN BUILD THE ROADS.

Besides these things the agricultural engineer might be made to fit into that place, where, as yet, no one has taken possession. That is, the road engineer. The principles of road building are apparently little known. The engineer might take charge of the road building of a community, along with his general practice. In this manner it would be possible for any community to work out a general plan of road building which could be spread out over a period of time so that the cost would not be excessive any one year. He could be employed by the road district or

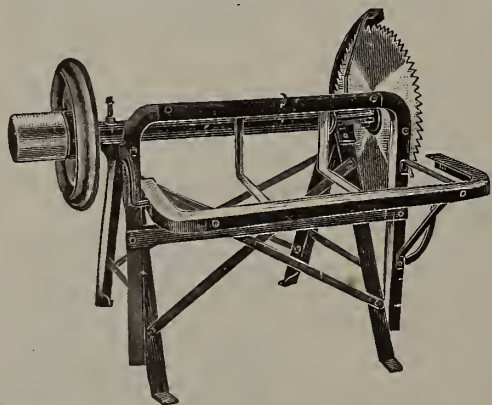
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New Climax Well Drill



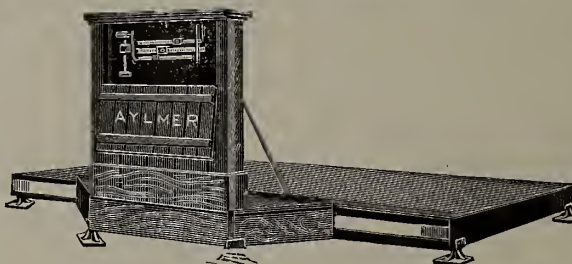
When you sell the "NEW CLIMAX" you give your customers the advantage of the best Well Drill in the world. It is the well drill for the great masses: does the work thoroughly, cheaply, easily.

The Airmotor Wood Saw



Sell the AIRMOTOR. It affords talking points and service features which other makes do NOT have. No better wood saw made. Known from coast to coast for their strength and durability.

"Aylmer" Pitless Scales



The latest and best Scales for weighing Grain, Hay or Stock. Marvels of accuracy, with an unflinching record for splendid service. The "AYLMER" name makes the Scales dependable.

Toronto Grain Grinders



A Grain Grinder that reduces grain grinding troubles to a minimum. Gives longest service. Built of superior materials under direction of the expert. No other type can achieve its success.

The Dealer who captures the big, profitable orders is the one who can meet the "efficiency conditions" of his competitors. SELL OUR GOODS AND FACE THE COMPETITION OF THE WORLD.

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by the county board. In the latter case it is likely that he would have little time for the general practice if he did his duty by the roads of any one county. These few suggestions will show the general scope of usefulness of the agricultural engineer. His coming will be of great benefit to the farmer, because many of them even now are afraid to buy an automobile they want because of the intricate machinery.

SUBJECTS TO BE STUDIED

The U.S. government estimates that in 1909 there were 31,748 engineering students in the universities and technical schools of the country. They were studying mining, civil, mechanical and electrical engineering, but only a few were giving any attention to agricultural engineering. Iowa State College is the only one that offers a degree in this course, but there are a dozen or more now preparing to build up such a line. The Manitoba Agricultural College at Winnipeg and the Saskatchewan Agricultural College at Saskatoon have classes in this subject. There are six different branches that may be taught in such a course. They are: Farm machinery and farm motors; farm structures, including rural architecture; rural water supplies and sanitation; public roads; drainage; irrigation. Of course, there are some of these subjects taught, notably that of irrigation, but the general, rounded-out course, is as yet undeveloped.

Cheap power on the farm is one of the biggest questions that the farmer of the future will have to deal with, according to Professor O. L. Waller. He has outlined some of the things that will come to pass in the future, as he sees it. One of these is the development of gas from a low grade of coal. In this endeavor the principles of farm engineering will be most important. The day of the machine is more nearly approaching for the farm, and when the work is all done by machinery it will be a day when everything must be run on a more scientific basis, because, while a sick and diseased horse may do some kind of work, a machine will not work if it is out of order. Engineering principles as applied to machinery will be but the opening wedge for a more scientific basis for the entire management of the farm, which will be regarded as a big factory.

Hardwood Scarcity.

According to reports from Eastern provinces the supply of domestic woods used in the manufacture of vehicles and agricultural implements is rapidly diminishing. In Rimouski district,

Quebec, for instance, there is scarcely a sufficient quantity of cherry, ash, and hickory to meet the local demand of the wagon makers; other varieties combining the various qualities required in these industries are now to be found in small quantities in the remote farming districts of the province, and these woods are expensive by the time they are delivered to the manufacturer.

The forestry branch of the Canadian Department of the Interior has been collecting statistics from the agricultural implement and vehicle manufacturers of the Dominion, and these show that 76,474,00 feet of lumber were used by 162 companies, located in six provinces, during the past year, the aggregate value of some being \$2,513,265, and the average price per thousand feet \$32.86. Cherry was the most expensive of the native woods, at \$104 per thousand feet, and ironwood, was the cheapest, at \$15 per thousand feet.

Manitoba Agricultural College.

It will be of interest to the young ladies of the province to know that arrangements have been made to provide living accommodation for a limited number of Home Economics students in the main building of the Agricultural College. Rooms, which heretofore were occupied by men, are being repaired, and equipped with new furniture, and a large sitting-room, available for study, is being provided in the same building.

The next Course in Home Economics opens on Oct. 24th and continues until March 28th. Further particulars may be obtained from Principal W. J. Black.

Great Highways.

International highways are the need of both the United States and Canada. Much progress has been made by both countries towards the consummation of two great international highways, but, strange to say, this great work has all been done on the Pacific coast, and within four years the "Pacific highway" will stretch in absolutely first-class condition from Tia Juana, Mexico, northwards through the Pacific coast states and British Columbia to Hazelton and it seems assured that within the same period an equally first-class "Canadian highway" will stretch from its intersection with the "Pacific highway" in British Columbia, through the provinces of British Columbia, Alberta, Saskatchewan and Manitoba, to the city of Winnipeg.



McCORMICK DOUBLE DISK DRILL

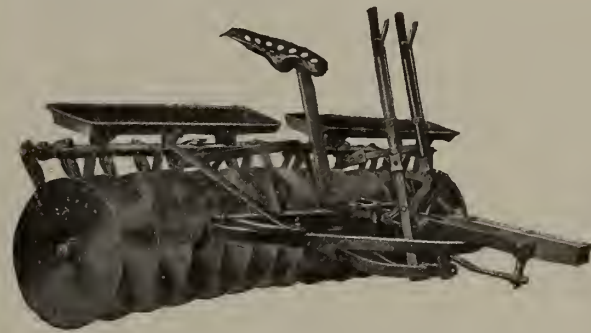
McCormick Drills

Built to meet conditions in Western Canada

In order to give satisfactory service in any section, a drill must be built to meet conditions in that particular region. It must successfully do the work for which it is intended.

McCormick drills are built to meet requirements in Western Canada. That they do meet these conditions successfully is proved by the large number that are in use in this section. McCormick drills not only do the work successfully but they are constructed to insure durability. Here are a few of the features.

Angle steel main frame with four cross sills—an absolutely rigid frame.



McCORMICK DISK HARROW

The disk bearings are long and there are no projections to catch trash.

Oiling device prevents dirt and grit from entering the bearing—

clean oil always reaches the bearing.

Positive fluted force feed—sows alike under all conditions, uphill or downhill.

Accurate land measurer and feed indicator.

If you want the drill business in your vicinity, contract for the McCormick drill. The McCormick drill is "making good" with the Western Canadian farmers.

The McCormick line of tillage implements includes single disk, double disk, and shoe drills, disk harrows, smoothing harrows, cultivators, and land packers. Write nearest branch house or see the blockman for terms and territory.

WESTERN CANADIAN BRANCH HOUSES: Brandon, Man., Calgary, Alta. Edmonton, Alta., Lethbridge, Alta., North Battleford, Sask., Regina, Sask., Saskatoon, Sask., Weyburn, Sask., Winnipeg, Man., Yorkton, Sask.

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McCORMICK SINGLE DISK DRILL

Dairying Industry in New Zealand

Report by U. S. Vice Consul General Henry D. Baker.

The dairying industry in New Zealand is constantly gaining in importance, and milch cows, next to sheep, are the greatest source of prosperity to the country. In several important Provinces it appears to pay farmers better to conduct dairies than to follow any other agricultural or pastoral pursuit. Many large sheep and cattle runs, under the present tendency to closer settlement, are being split up into dairy farms, the herds of cows on each usually ranging from 40 to 100 in number.

The one serious drawback to the dairying industry—scarcity of labor—is being overcome to a great extent by the milking machines; in fact, milking machines have revolutionized the business. More than any other one thing, they are contributing to make it the most successful occupation that can be pursued by a small landowner, and they account in large measure for the rapid appreciations in value of good grazing lands, which now sell up to \$200 an acre. Before milking machines were in vogue, dairying was not a promising undertaking for any settler, unless he had a large family who could milk the cows. If the owner of a herd of, say, 80 dairy cows was obliged to

depend on labor outside his own family, he would probably have to hire at least three hands, who would be given about \$7 per week and board, the cash wages amounting to over \$1,000 a year. A milking-machine outfit that can be worked by the owner of the cows himself, assisted, perhaps, by one small boy, saves the trouble and expense of hiring outside labor, and as such an outfit, including a motor for running it, costs probably about \$1,500, the expense is covered within two years.

DIFFICULTIES OVERCOME BY MACHINES.

Wherever dairying is carried on in New Zealand milking machines are given credit for overcoming the labor difficulty and thus rendering the industry profitable. Dairymen are not entirely of the opinion that machine milking is so good for the cows or so sanitary as hand milking, but despite disadvantages that may arise, chiefly from insufficient care of the machines, every dairy farmer seems anxious to have a milking-machine equipment as soon as he can afford it, as it not only saves a large labor cost, but also prevents serious inconvenience at times when farm hands suddenly leave their

work and no substitutes are immediately available. Such troubles with farm labor in New Zealand appear to occur again and again. In fact, these machines owed their invention in this country a few years ago to the difficulty in securing farm hands.

Sixteen different types of milking machines, all made either in New Zealand or in Australia, are on the local market. The type having the best sale is based on a Scotch patent, with improvements following the suggestions of a local practical dairyman. Most of the machines work on the natural principles of both suction and compression, but some apply only suction or compression. All machines at present in use carry the milk from the cows' teats to the pail in rubber tubes, which contain small glass windows, so that the milk flow may be watched. There is always more or less trouble in keeping these tubes clean, and to obviate such difficulty a new machine has been invented which by compression milks directly into the pail without the use of a tube. New Zealand milking machines have become objects of great interest recently, to representatives of American agricultural machinery in this country, and the

patent rights of one of the most popular types has lately been purchased by an American company, which, I understand, intends to manufacture and exploit this machine in the United States.

SEPARATION OF CREAM.

There is comparatively little home separation of cream in New Zealand, and the demand for separators that can be used by farmers themselves is very small compared to the market for those used in factories. In this respect New Zealand differs from Australia, where in most dairying districts it is the practice to separate the cream at home and take it to the butter factories. In New Zealand the butter factories appear to dislike home-separated cream, which, they complain, is seldom of uniform quality, often contains impurities, and is difficult to blend into any fixed standard of butter. Consequently, home separation is usually practiced only at farms remote from factories, where the whole operation of butter making is carried on.

In New Zealand the distance from dairy farms to butter factories or central creameries is usually not very great, and the roads are fairly good, so that the farmers, as a rule, consider it less trouble to take the milk to the factories or creameries than to



Selling Tubular Separators, 1911-12

The best machine for a dealer to handle is that which is best for his customers to buy.

The best cream separators for the customers of any dealer who reads THE CANADIAN FARM IMPLEMENTS to buy are those which will give the users best service.

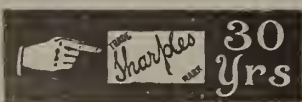
The foremost in the world, for dairy service, are the

SHARPLES TUBULAR CREAM SEPARATORS

There are scientific and mechanical reasons why; reasons which are sure and permanent, and which will continue until different and better inventions shall come along—if they ever do.

The "reasons why" of Sharples separator superiority are—greater centrifugal force, simplest of all constructions, fewer parts, lighter weights, suspended instead of supported bowls, bottom feed of milk to bowl, absence of bowl contents, continuous flow of milk through bowls from tanks to outlets, easiest cleaning, self-lubrication and oil economy.

Because of the advantages the customer gets, when he buys a Sharples separator, it is easier for the dealer to sell them than others. They stay sold. They serve in the dairy satisfactorily. They don't need repairs. They build satisfaction and help the dealer's trade. Better get in line, Mr. Dealer, to handle Sharples separators, for the coming year. We give you the support of generous advertising along with the best of dairy machines. Write us about selling Sharples separators next year.



The Sharples Separator Co.
Toronto, Ont. Winnipeg, Man.

separate and deliver the cream. There is some agitation for the general adoption of the system of home separation on the ground that it would save considerable time, as the cream would have to be delivered only every other day, and there would also be a saving in cans, as one can could easily hold the skimmings of six cans of milk; moreover, there would be less danger of the spread of tuberculosis in skim-milk fed pigs. However, the managers of the creameries and butter factories are so much opposed to any change in the existing practice that it is doubtful if home separation will ever be much in vogue.

In districts where there are many dairy farms and no butter factory near at hand the milk is received at central creameries, which separate the cream and send it to the factory. These creameries, which are very numerous, contain expensive machinery, their average cost approximating over \$3,000 apiece. They usually employ a manager and considerable labor. The introduction of the home-separation system would throw much valuable machinery on the scrap heap and force many men out of employment. Most of the separators used, whether in home or factory, are of either Swedish or Danish manufacture.

STATISTICS OF DAIRYING INDUSTRY.

The last issue of the New Zealand Yearbook states that in April, 1910, there were 189 butter factories, 194 cheese factories, and 417 skimming stations, or central creameries, in New Zealand. The butter factories had an output in 1910 of 24,601 tons, and the cheese factories 24,037 tons. In 1906 and 1902 the butter factories produced 22,466 and 14,716 tons, respectively, and the cheese factories 7,671 and 5,600 tons, respectively, so it is evident that the production of cheese has increased relatively faster than that of butter. In 1910 the dairy cows and heifers intended for dairying in the North Island of New Zealand numbered 429,119, and in the South Island 162,497. The total quantity of butter exported during the year ended March 31, 1910, was 36,071,840 pounds. The estimated annual consumption in New Zealand, at 20 pounds per capita, is 20,512,740 pounds. Adding the quantity consumed locally to the quantity exported, the estimated total production of butter for the year is 56,584,580 pounds.

The estimated consumption of cheese for the year ended March 31, 1910, allowing 3 pounds per inhabitant, was 3,076,911 pounds, and the total quantity exported was 49,480,144 pounds, making a total production of 52,557,055 pounds. An appreciable quantity of cheese is made at private factories and dairies, of which no record has been obtained.

DAIRYING CENTER OF NORTH ISLAND.

I recently paid a visit to New Plymouth, the leading dairying center of the North Island of New Zealand. It is situated on the sea-coast near Mount Egmont, which is about 8,000 feet high, and which is the source of a number of rapid streams, the water power of which has been developed to an important extent for use in the butter and cheese factories. As a rule, the factories are located where they can develop their own power through cheap installation of water wheels and electrical machinery. Some of the small towns have power stations, which generate electricity for lighting and power purposes and transmit it over a considerable area. Many of the dairy farms that are within convenient access of such stations use electric current for running small motors, usually about 6 horsepower, which can be utilized

not only for supplying electric light, but also for pumping water, sawing wood, and more especially for milking the cows with machines.

All the small towns in this district show evidence of the great prosperity resulting from the profitable production of butter and cheese and the raising of pigs fed on skim milk. It was explained that dairying not only brings more prosperity to a greater number of people than is possible from sheep and cattle raising, but also that such prosperity is more substantial and certain, for prices of butter and cheese fluctuate much less than those of wool.

CO-OPERATIVE MANAGEMENT—METHODS OF CREAM RIPENING.

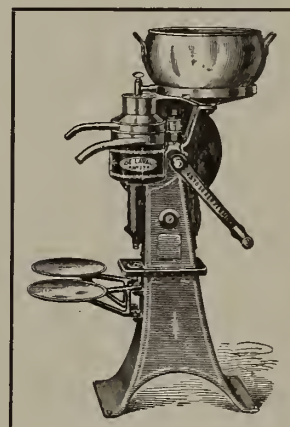
Most of the creameries and butter factories in New Zealand are co-operative, being owned by the farmers who supply the milk. Each month these farmers receive

a check covering the value of the butter-fat contents of the milk they have delivered. If, at the end of the year, it is found that the farmers have not received full prices for their product as judged by the prices at which the butter has been sold, all such differences, representing the net profits of the creameries or factories, are turned back to them, either as dividends on their stock or as cash bonuses.

Three methods of cream ripening are employed in New Zealand—the natural or chance ripening, starter ripening, and pasteurized-cream ripening. By the first method the cream is held at a certain temperature and allowed to ripen naturally; this method is now going to disuse. Under the second method a pure culture of lactic-acid bacteria is added to the cream. According to the third method, which is becoming most popular, and is specially recom-

DE LAVAL Cream Separators

Best Made
Best Known
Best Advertised
Easiest to Sell



The DE LAVAL is the most profitable cream separator to handle:

First, because more DE LAVALS can be sold in any locality than any other make.

Second, because the retail price is protected and every machine sold means a fair profit.

Hundreds of DE LAVAL dealers are selling from 50 to 200 machines per year.

AGENCY APPLICATIONS CORDIALLY INVITED.

THE DE LAVAL SEPARATOR CO.

14-16 Princess Street, WINNIPEG, Canada.

mended by the Government dairy instructors, the temperature of the cream is raised to between 158° F. and 176° F. and then rapidly cooled, which destroys practically all germs present. The cream is then inoculated with a pure culture of lactic-acid bacteria, which can perform its work practically free from counteraction. An acidity test is applied at intervals to determine the percentage of acid. The proper percentage to give a mild flavored butter of good keeping quality, as demanded by the British markets, is considered to be 0.39 for a 43 per cent. cream.

Most of the local factories subject the milk, immediately after it is received to a temperature of 130° F. to 140° F., not only to eliminate taint but to increase the separator efficiency in skimming. At present tuberculosis is so prevalent among New Zealand pigs that it is deemed necessary

to kill all germs in the skim milk fed to them. The churning of the cream is carried on at temperatures ranging from 50° F to 60° F. Combined churns and workers are now superseding the ordinary types in all the up-to-date factories.

PROCESS OF PASTEURIZATION.

The process of pasteurization in butter making, which, as I have already mentioned, is a recent development in New Zealand, requires pasteurizers, large cream coolers, cream pumps, and the necessary connections. For the interest of American manufacturers who may desire to sell such appliances in New Zealand, I quote the following remarks of a dairy instructor in the New Zealand Department of Agriculture as to their construction:

The pasteurizer should be so constructed and of sufficient capacity to insure the maximum efficiency from the steam employ-

ed. The capacity should be such as to facilitate the rapid treatment of the cream, especially that arriving from skimming stations or home separators, this being necessary in order to arrest deterioration as soon as possible.

In factories where steam power is used, the exhaust steam from the engine, if not utilized for other purposes, should be connected with the pasteurizer as a means of economy, and in such cases the water from the cooler should be used for the boiler feed and washing up purposes, a portion of the heat used for pasteurizing thus being recovered.

The cream cooler should be large enough to insure full benefit being obtained from the ordinary water. Where the temperature of the latter is such that the temperature of the cream can not be reduced to the desired degree, a second cooler should be em-

ployed and connected to the chilled-water tank; or one of the Lawrence or tubular design may be so constructed as to permit of the ordinary water being circulated in the upper two-thirds, and the chilled water in the lower.

As a slimy substance usually accumulates on the inner or water surface of coolers, which reduces their efficiency, they should be so constructed to facilitate cleaning. To elevate the cream, a modern pump should be used. These are, in my opinion, preferable in every respect to the chain-and-bucket system. The piping used in connection with pumps should be of tinned steel or copper, and to facilitate easy and effective cleaning it should be coupled up in 4 or 5 foot lengths by unions. The plant should be so arranged that the cream flows by gravitation into the pasteurizer, and from this is elevated by the pump to the coolers, which should be placed in a position a few inches above the level of the top of the cream vats.

The cooling may be carried out, where gravitation will permit, or where an elevating pasteurizer is used, on the ground floor between the pasteurizer and the pump. This, however, is not to be recommended, as the cream is more liable to be partially churned and is also more subject to contamination.

(To be continued in next issue.)

Care of Correspondence.

The following announcement by the Canadian Department of Trade and Commerce, at Ottawa, contains some pertinent suggestions that are of interest to all persons having correspondence, and particularly to those whose correspondence and advertising reach other countries:

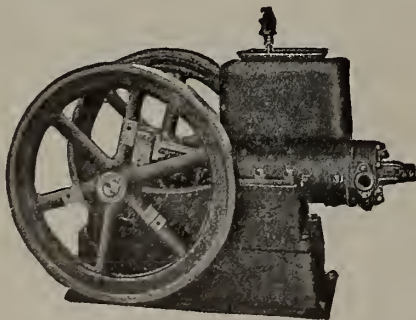
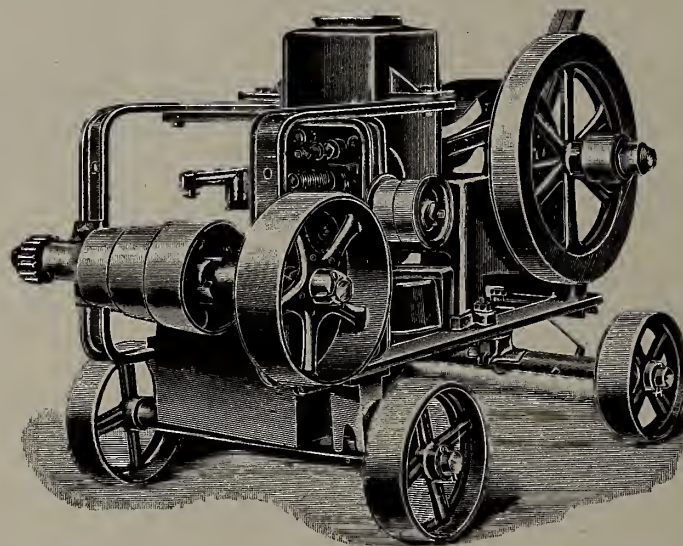
Much more attention than is ordinarily given could be paid by Canadian merchants to business correspondence. Aside from neatness and explicitness, which are points ever to be kept in view, is that of care concerning minor details. The importance of this matter is frequently overlooked.

In its correspondence the department is constantly meeting with details in which Canadian manufacturers and business men might make improvement. For instance, there is the question of letterheads, not as a rule given much consideration. The majority of firms have the words, for example, "Ottawa, Ont.," or such designation of the city or town in which they are located. It might be pointed out that this is not sufficient. Large firms in Great Britain or the United States having connection with Canada might know that "Ont." stood for Ontario, "Que." for Quebec, or even

The New Sixty Speed Engine

THIS is a complete power plant mounted on an all-steel truck, fitted with line shaft and five interchangeable pulleys and a belt tightener. By changing the pulley **sixty different speeds** can be secured. Also equipped with the latest type of pump jack fitted on the line shaft which can be attached or taken off in one minute.

The engine can then be used for other work. **We guarantee every engine to exceed its rated H. P.;** give a further guarantee against breakages or wearing out or not running right. The above cut shows the 1½ H.P. Will have the same type of engine in three and six H.P. later.



This cut shows the latest type of style "G" hopper cooled engine made in 3½, 4, 5, 6, 8, 10, 12, 14, 16, 23 and 27 H. P. **This is absolutely the largest, strongest and most simple engine made; easily understood and operated—fully guaranteed.**

We also have the famous air-cooled Gilson Engine in 1, 1½, 2½ and 5 H. P.

We have a complete line of Grain Grinders, Wood Saws and Pump Jacks. If you want an engine that will sell and stay sold, write for terms and prices to---

Empire Cream Separator Company of Canada, Ltd.
Winnipeg

"Alta." for Alberta. Letters so addressed present no difficulty to the postal authorities. But it must be remembered, particularly by those firms contemplating foreign extension, that these abbreviations convey little meaning abroad. Not only is it better to have the name of the province printed in full, but, if only for the advertising value, the word "Canada" might be added. The foreign correspondent would probably prefer to know that he was in communication with some one in Canada, even if the name of the province brought him no additional information. After all, the full name of the town, province and country printed on a letterhead obviates all difficulty as to directing replies.

A smaller number of correspondents go so far as to leave out the name of the province altogether from their letterheads, which gives rise to much confusion even in Canada. A glance at the postal guide will show that almost every post office is duplicated, some of them many times indeed, or there are many names so similar and yet so widely scattered that some idea may be gained of the difficulty and loss of time that will ensue over any irregularity of address. Frequently letters are received at the department from smaller

places in which there is no indication of the Province, and the postal guide will indicate that it may be any one of half a dozen.

The advertising value of the letterhead is widely recognized. Varied and attractive designs are almost invariably employed to advertise the firm and its goods. The scheme has commended itself generally, and along this very line it should be pointed out that all information concerning the address of the firm and its factory points, offices, cable address, telephone numbers, etc., should be given prominently. Some time ago, in answer to a circular letter from the department regarding suggestions for improving Canadian export trade, several correspondents discussed this subject of giving prominence to Canada in letterheads. If this is well taken, then it is not amiss to urge that equal stress should be laid upon the fact that a firm is located in "Ontario, Canada," and not merely "Ottawa," or even "Ottawa, Ont."

Flour from Beets.

Most of us are familiar with several uses for the beet. We know of its value as a table vegetable, a forage plant, and for the production of sugar.

But now comes another use which greatly increases its worth. An edible flour is being made from the sugar beet. An exchange says:

"The desiccation of sliced sugar beets (Zuckerschnitzel) is already practiced in Germany on a very extensive scale, but the product is employed exclusively as fodder for cattle. In Belgium, however, a meal is now made from dried beets which, according to a paper read before the recent chemical congress in London, is entirely free from the distinctive flavor of the beet and is suitable for use in making cakes, puddings and pastry. As it contains about sixty-five per cent. of sugar, it can often be substituted, with advantage, for sugar, in somewhat larger quantities. The process of desiccation and grinding not only costs less than the extraction of sugar, but preserves all the sugar of the beet, part of which is rejected in the form of molasses, in the process of sugar making."

Pointers on Publicity.

Stopping an ad. to save money is like stopping a clock to save time.

The time to advertise is all the time. The man who fishes longest usually has the largest basket of fish.

Advertising is an insurance policy against forgetfulness. It compels people to think of you.

The unprofitableness of advertising is not in doing too much of it—it is in not doing it correctly.

Like eating, advertising should be continuous. When to-day's breakfast will answer for to-morrow's you can advertise on the same principle.

If advertising is not a profitable investment, why do so many successful houses in all lines of trade keep continuously at it? Are they in error or are you?

Advertising does three things— informs the public who you are— where you are—and what you have to sell—thus strengthening your correspondence and backing your salesmen.

Advertising is the silent drummer that tells the public what the business man wants it to know about the goods he has for sale.

No one lies awake thinking of your business; out of print out of mind. The presidential candidates are well advertised every four years. Ask your neighbor who ran with Bryan the last time—five out of ten will say they have forgotten, and the other five will think long before they correctly answer.

The men who try to do something and fail are infinitely better than those who try to do nothing and succeed.

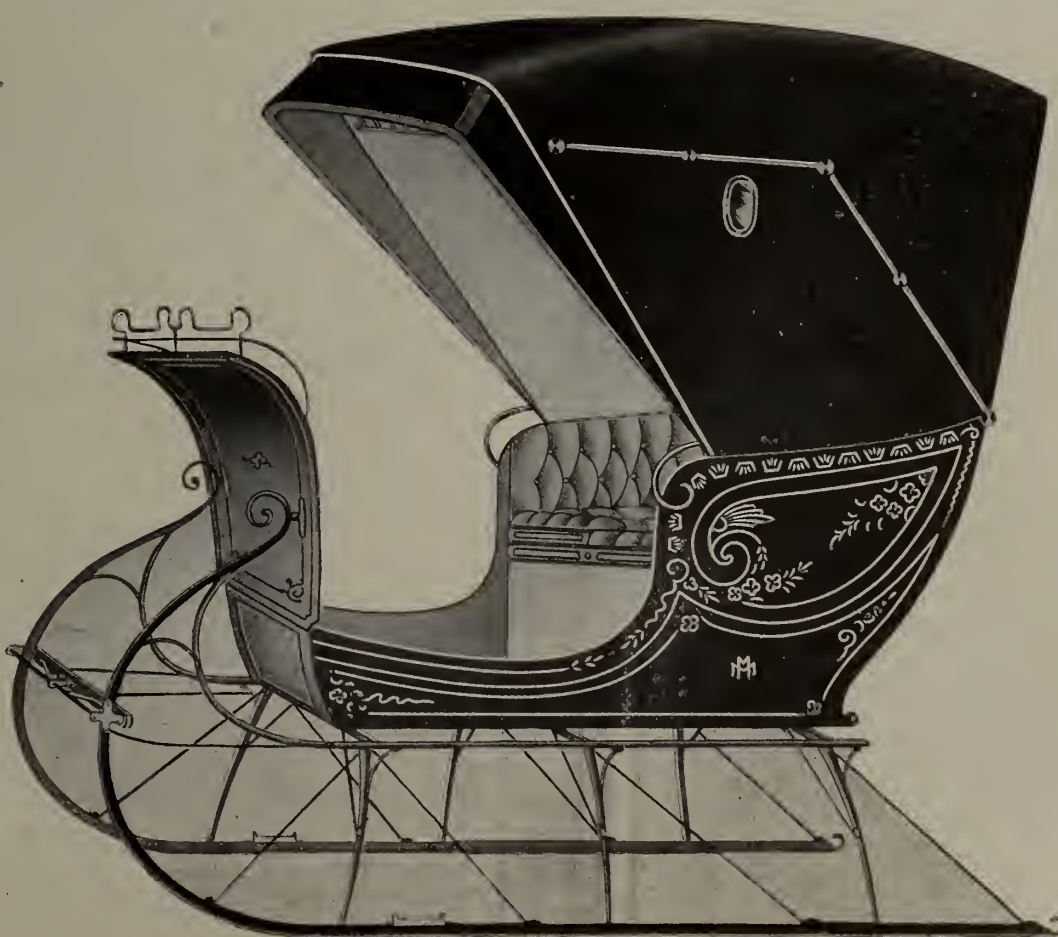
**Defy the Blizzard
in a**

GLENGARRY TOP CUTTER!

The Prairie Monarch, the latest addition to the Glengarry line, has closed top with wide extension hood and inside levers.

Can be furnished with storm boards if desired.

Seated in this cutter you can be comfortable in any kind of weather. At the same time you have a cutter that is unequalled in style, construction, durability and finish.



Have you seen our new Shanty Jumper? Everyone who has agrees it is the swellest article on the market for the money.

Our cutter catalog shows a complete line of Open and Top Cutters as well as Jumpers and Express Sleighs.

You can't afford to be without it.

Drop us a postal to-day.

Canadian Moline Plow Co., Winnipeg, Man.

New Factory of The Tudhope Anderson Co.

Tudhope Anderson Co., Winnipeg has been reorganized, and will operate under a Dominion charter with a capitalization of \$3,000,000. This increase in capital was made necessary when the company obtained control of the West Lorne Wagon Works, West Lorne, Ont.; the Perrin Plow & Stove Co., Smiths Falls, Ont.; the Sylvester Mfg. Co., Lindsay, Ont.; the Tudhope Knox Wheel Works, Orillia, Ont.; all of above have been added to the Tudhope Anderson Co., Limited.

The officers of the new company are: H. F. Anderson, general manager, with head office at Winnipeg; J. B. Tudhope, Orillia, president; J. J. Bryan, Regina, first vice-president and manager for Saskatchewan; F. R. Oliver, second vice-president and manager of the manufacturing department; E. A. Stutter, Winnipeg, secretary-treasurer; S. H. Roe, Calgary, manager for Alberta. The head office of the company will be at Winnipeg, with Orillia as eastern headquarters.

A fine new factory is at present under erection at Orillia, and is expected to be operating in November. Concrete foundations are already in place and bricklaying is well under way.

The main building will be 600 by 80 ft., three storeys high, and of solid brick, the specifications calling for what is known as mill construction, in which the maximum of strength and fire resisting qualities are the chief aims.

The whole plant will be further safeguarded against fire by the installation of a complete sprinkler system directly connected with the domestic water mains, and in addition there will be a tank having a capacity of 100,000 gallons, with pumping equipment ready for immediate operation in case of emergency.

There will be erected this year a blacksmith shop, 80 by 128 ft.; foundry department, 80 by 192 ft.; cupola room, 40 by 40 ft.; wagon shop, 80 by 192 ft.; two storeys and boiler room, 40 by 40 ft. The latter will contain three 110 h.p. boilers supplying steam to an engine of 125 h.p., which will drive the machinery of the wagon shop only, electric motors being the power selected for the other departments. The whole plant will be steam heated, and the company propose to have their products from it on the market in the spring of 1912.

Manufacturing will be largely done on the ground floor, woodworking, painting, etc., on the second floor, and the top

flat will be devoted mainly to storage. At a later date there will also be erected another storage warehouse, 80 by 300 ft., between the present site and the street, which is at a distance of 138 ft. from the main building.

The factory will have excellent trackage facilities consisting of some three thousand feet of railway on the premises. The Grand Trunk Railway is at present laying a siding from the freight sheds to the property which will give them 400 ft. in length for shipping purposes, with a platform 200 ft. long, and three switches will enable the different departments to handle material direct.

The various concerns in the new organization are at present marketing their products from coast to coast, but it is estimated that 75 per cent. of their output heretofore has been sold east of the great lakes. In the future, however, while a greatly increased trade is expected in Ontario, Quebec and the maritime provinces, the Western market will be more especially cultivated, in view of the prosperous conditions here and the heavy increase of population.

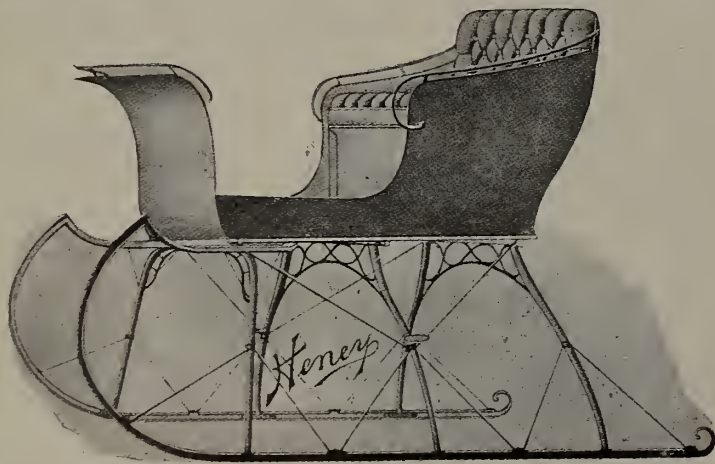
The Perrin Plow Works, of Smith Falls, will be moved to Orillia as soon as the new buildings there are ready to

take care of the plant. The Stove department of this company will remain at Smith Falls indefinitely, but the West Lorne Wagon Works will be moved to Orillia in the near future, and the Sylvester Mfg. Co. of Lindsay will eventually join forces with the Orillia plant, but a date has not yet been decided upon for their removal.

A full line of farm machinery will be manufactured, with the exception of mowers and binders, and the plant will be equipped with the most modern machinery for this purpose. The company controls patents for many of the implements included in their line, and it is confidently expected that the plant will be continuously operated at full capacity as fast as buildings can be completed and equipment installed.

There is little doubt that the new company will continue to handle the Emerson Brantingham line and it should prove a very important factor in the implement trade of the West. Combining as it does ample capital, a strong personnel and a line of products of undoubted merit, its success seems assured.

There is no cut and dried rule for success that can be applied indiscriminately, but one thing most essential to success is profit.



CUTTERS, BELLS, ROBES AND HORSE-BLANKETS

Are now seasonable goods. Our range in these lines is most complete. Our prices are the best obtainable, consistent with quality, and we will appreciate your orders whether large or small.

We also handle a full line of

HARNESS and CARRIAGES.

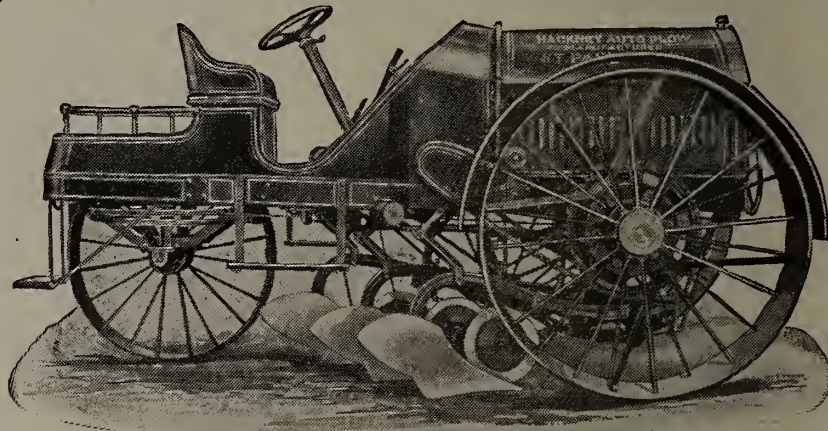
Catalogues, Prices and Terms upon Application.

HENEY CARRIAGE & HARNESS Co. Ltd.

MONTREAL, P. Q.

WINNIPEG, Man.

HACKNEY AUTO-PLOW



OPERATED BY ONE MAN

**The greatest Labor Saving Machine on earth
to-day for the farmer.**

Will do all the plowing, harvesting, haying and hauling as well as feed grinding and other work where a power machine is needed on a 120 to 640 acre farm.

Performs the work of 16 horses and 6 men plowing and does away with the labor and expense of caring for them.

It is perfectly built and a pleasure to run. Has 40 horse engine and plows from ten to twelve acres a day on about the same number of gallons of gasoline.

The man who secures the agency is fortunate. It sells on sight. Write us at once as the territory is being taken up rapidly.

References:—Any bank or business house in the Twin Cities.

HACKNEY MANUFACTURING CO.,

580 PRIOR AVENUE

ST. PAUL, MINN.

Collection of Accounts.

Issued by Canadian Credit Men's Association.

If every country merchant could collect his outstanding accounts, he could in turn pay his own bills. The wholesaler would then be receiving his money, the banks would be receiving theirs and everybody would be happy.

Broadly speaking, the credit question narrows down to one of the farmer paying in the fall for the goods he has purchased during the time his crop has been maturing.

This is the time when the retailer should get busy on his collections. He should get out his statements promptly and should keep sending them at regular intervals to those who do not settle. He should follow this up by personally seeing those of his customers whose accounts are of sufficient importance to justify it. He should keep track of those who have threshed and those who have shipped. Where settlements are made by his customers at the local elevators, the collections should follow automatically. Where, however, the farmer ships either alone or with others in car load lots, then the excuse will often be made that there is delay in delivery, receipt of certificates, etc. In point of fact, in such cases the farmer can always raise at least 90 per cent. on the value of his shipment without waiting for returns. He can do this and pay his debts. He ought not to be allowed to delay settlement under such circumstances, because if he does it is almost certain that he is using the money in some other direction. It is up to the retailer then by the exercise of the utmost vigilance and energy to see that his accounts are collected. He should take a firm stand with his customers and insist upon an early settlement.

This can only be accomplished by the farmer disposing of his crop as soon as possible after harvesting same.

The merchant should, therefore, lose no opportunity of impressing upon his customers the advisability of doing this, and if every retailer would issue a letter strongly urging upon the farmer the desirability of effecting an early settlement of his store accounts, much good could no doubt be accomplished.

Attention should be called to the heavy crop and the congestion in transportation that is almost sure to result in the endeavor to rush the grain through before the close of navigation, the congestion at the elevators which always follows a heavy crop, and the desirability from the stand-

point of both the farmer and the merchant of an early settlement for the goods purchased by the farmer during the past summer.

If every merchant throughout the country will do this and do it immediately so that the farmer will recognize that the movement is general and pre-concerted, it cannot but have a very weighty effect in the desired direction, namely an early settlement of outstanding accounts.

Mr. Merchant, take this hint, and get after your collections early. An early settlement means much to you. Do not wait until the money, which should go to pay your account, has drifted into other channels.

Every merchant wants to take his cash discounts. The better clean up you can make this fall, the nearer you will be to doing this.

A New Department.

The J. I. Case Plow Works has recently added a Department of Agronomy to their organization.

F. H. Demaree, until lately Assistant Professor of Agronomy and acting Agronomist to the experiment station of the University of Missouri, has assumed charge of the department. Mr. Demaree is a graduate of Purdue University—Indiana's agricultural college—and also of the Graduate School of the University of Missouri. For the past three years he was on the faculty of the last named institution.

Born and raised a farmer, scientifically trained in the work, and with years of practical experience behind him, Mr. Demaree's sole interest lies in the various problems and needs of farmers. Through him the J. I. Case Plow Works believe that they can come in closer touch with the needs of farmers in their particular line. Furthermore, they expect to increase the efficiency of their product by more careful field tests and to settle some long discussed disputes as to types of machines for different phases of cultivation.

The Sled-barrow.

A Wisconsin inventor has designed a runner attachment which can be fitted to the axle of a wheel barrow in place of the wheel, when the ground is covered with snow or ice. The runner is similar to the ordinary bobsled type, and has an A-shaped brace rising from it with a hole at the top through which the axle runs. The back of the barrow can be raised and lowered in exactly the same manner as when a wheel is used.

MONEY MAKER FOR THE DEALER TIME SAVER FOR THE USER

Fully Guaranteed
Not an Experiment
Durable and Neat
A Trade Winner



Fall Plowing is here

When every minute is valuable

With the PARKS-COUGHLIN PLOWSHARE FASTENER

Shares can be changed so quickly that much time is saved. Every engine plowman will buy this device on sight, because his time is precious, and means money to him.

IT HAS STOOD EVERY TEST

It holds the share on with an iron grip, in spite of gumbo, rocks, or stumps, and yet permits it to be moved so easily that your boy can do it.

CHANGE SHARES IN FORTY SECONDS

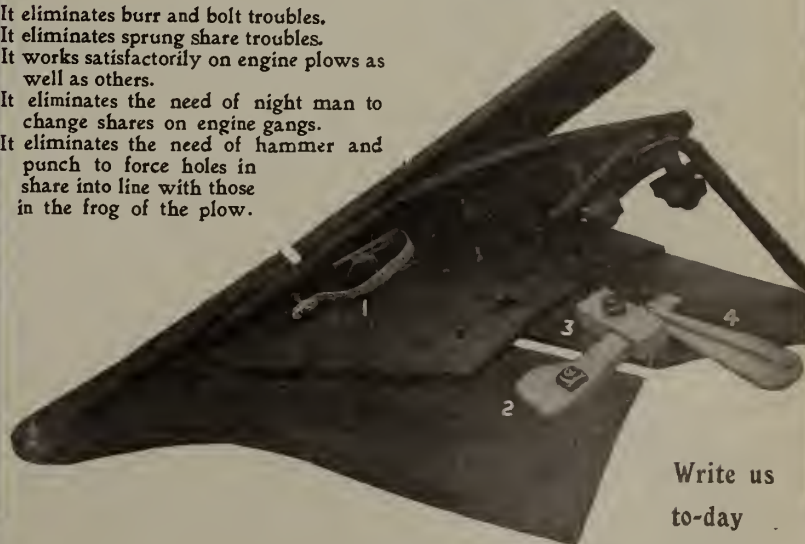
Simply lift the plow out of the ground, loosen the wedge key by tapping it at the point with your wrench, remove it, unsnap the spring bolt and lift the share off. Place the new share into position, insert the wedge key, secure the spring bolt, and drive the wedge key in with your wrench.

IT FITS THE PLOW

The fastener is easily attached and need not be removed until the plow is worn out. The value of time and bolts saved, not to speak of shares and the better grade of work done by changing shares often, will more than pay for a set in a year. One set lasts a lifetime.

Reasons why you should sell it:

- It eliminates burr and bolt troubles.
- It eliminates sprung share troubles.
- It works satisfactorily on engine plows as well as others.
- It eliminates the need of night man to change shares on engine gangs.
- It eliminates the need of hammer and punch to force holes in share into line with those in the frog of the plow.



Write us
to-day

Implement Specialties Corporation, Ltd.,
45 Merchants' Bank Building, Winnipeg.



Birds' eye View of the City of Winnipeg

You Can Win in WINNIPEG

If You Act NOW WESTERN CANADA

Is the world's greatest growing market for manufactured goods of all kinds.

The City of Winnipeg offers greater combined advantages to manufacturers, capitalists and live men in all lines than any city in Canada.

Your Opportunity is Now

Winnipeg wants manufacturers, and offers cheap municipal power, cheap sites, low taxation, varied raw materials, the best labor conditions and best railway facilities in Canada.

Here are some Facts and Figures; Study Them Carefully

Population of Winnipeg

1902	48,411
1904	67,262
1906	101,037
1908	128,000
1910	151,450
1911 [Estimated]	175,000

Business Growth

Winnipeg Bank Clearings

1902	\$186,370,003
1904	294,601,437
1906	504,585,914
1908	614,111,801
1910	953,415,281
1911 First 8 mos.	663,154,956

Building Growth

Winnipeg Building Permits

1903-4-5	\$26,264,500
1906-7-8	24,444,300
1909	9,226,325
1910	15,116,560
1911 (Eight mos.)	13,281,650

Railway Mileage—In Winnipeg

Year	Business Field	Miles
1900		3,680
1908		9,365
1910		12,110

Industrial Growth—Increase in Winnipeg Output

1900	\$ 8,606,248
1905	18,983,248
1910	36,000,000

Special reports prepared and mailed free of charge on the manufacturing and business possibilities in any line of industry.

Write to-day for free illustrated and statistical books picturing positive proof of actual development, mailed on request. Address

Chas. F. Roland
Commissioner of Industries, Winnipeg, Canada

Mining Timbers Used in Canada 1910

Issued by the Forestry Branch Department of the Interior.

Mines to the number of 136 use considerable quantities of timber annually in their operations. Statistics of the amount used have been collected and show that round (unsawn) timber was used to the extent of 52,848,000 lineal feet and cost an average of \$9.90 per thousand. 22,305,000 board feet of sawn lumber and timber were used worth \$13.63 per thousand. The total quantity of timber used cost \$827,337. The round timbers varied in diame-

ter from three to thirty-six inches and were used mostly underground as mine supports to give artificial support for insecure roofs and walls and to protect shafts, drifts and gangways. Ordinary lumber constituted most of the sawn timber and was used above ground for buildings, breakers, tipples, washers and trestles. Below ground the sawn timber enters into the ventilator shafts and sets. 13 different species of wood were reported from the

mining industries. Mines used species of wood that are abundant, cheap and obtained from nearby localities. Thus, in each province certain species were used to the exclusion of all others. British Columbia used all the fir; Nova Scotia used all the spruce balsam and hemlock; Alberta used all the jack pine, larch and poplar. These three provinces contain the principal coal mines and consume over ninety-five per cent. of Canadian mining timbers. The ore mines of Ontario, although many in number, used only one per cent. of the total. These mines are small, shallow and in the solid rock so that little timber was required for supports.

SCORES OF DEALERS



The fastest, easiest, most economical and thorough pickler on the market.

Are going to make a lot of money selling our Automatic Seed Grain Pickler?

Because:—

It requires no power, being self-operating.

It has much the largest capacity—135 bus. per hour.

It is sold at a reasonable price.

It is guaranteed to thoroughly pickle any kind of grain.

Solution can be regulated to merely dampen grain or thoroughly soak it.

There is nothing to go out of order.

It is built for both Formaldehyde and Bluestone.

It pickles every kernel thoroughly and evenly.

We have demonstrated it at all the principal fairs and thousands of farmers have declared their intention to buy in the spring and a great many have already ordered for spring delivery.

No farmer who sees this machine work will feel inclined to purchase any other if he can get ours from his local dealer.

There will be a lot of these picklers sold in your district. Do you want to sell them? Or do you want your competitor to get our agency?

Write for full particulars. DO IT TO-DAY; a postal card will do.

The Dominion Specialty Works
820 Union Bank Bldg. Winnipeg, Man.

Theory and Practice.

"Father," said little Rollo, "what is the difference between farming and agriculture?"

"Well, my son, for farming you need a plow and a harrow and a lot of other implements, and for agriculture all you need is a pencil and a piece of paper."

The above is a concise statement of a popular idea that has prevailed for years. It is perhaps less popular to-day than a few years ago, but even now there are many people who believe that agricultural and intellectual activity have nothing in common. The farmer who depends upon the harrow and the plow without considering also the pencil and note book will fare poorly. The man who makes the best success of his work, says Kimball's Dairy Farmer, is the man who reads, studies and figures plenty so that he can tell where the profits come from and where the losses occur. It is only by systematizing the farm work, and putting it upon a profit-paying basis that one can ever hope to really accomplish most. There is an old story that the farmer makes his money and spends it in town, while the agriculturist makes his in town and spends it upon the farm.



ing Red River and some of the Bridges



Perhaps there is more truth in this than in the quotation at the beginning of this article. There is many a would-be farmer who is nothing but an agriculturist and never can hope to be anything else. It is just as necessary for a man to be fitted for farm work as it is for him to be fitted for law or medicine. Whenever a man makes a failure in the professions or business he feels that he can go rent a farm, borrow money to buy his team and make a howling success in that line of work. Ninety per cent. of the men who undertake farming on this basis are not successful. They may not be utter failures; that is they may

eke out mere existence upon the farm, but they do not make a real success of their work. Another thing that looks rather ridiculous to the practical farmer is the farm that is nothing but a play ground. What would a company of merchants think of a farmer who came to town, spent his money for a store and there carried on business losing money every day, simply for the amusement that it affords him? Nevertheless, there are many business men who have bought and equipped farms and followed the work of farming simply for the amusement that it affords, never expecting and scarcely hoping to make any

profit therefrom. One is no more ridiculous than the other. The farmer who is going to be successful is the farmer who makes use not only of the main products but the by-products of the soil; the man who is care-

ful in his management; who is systematic, businesslike and studious. It takes a pencil and note book as well as a plow and a harrow to make a successful farmer to-day.

DUNHAM'S Canadian Soil Packer

**Makes Sales for Dealers
and Money for
Farmers**



Break up the lumps, pulverize the top soil, pack the sub-soil, smooth off the field and leave a perfect foundation for an even-growing Crop.

- The Dunham is the only Packer having Weight Boxes.
- The Dunham is the only Packer having a Steel Frame.
- The Dunham is the Packer having dust proof Bearings.
- The Dunham can be used with Horses or Traction Engines, see cut, showing how poles may be put together for attaching to engine.
- The Dunham is Light-Draft.
- The Dunham DOES what others CLAIM to do.
- The Dunham is the BEST KNOWN Packer in the World.
- The Dunham is made in 3 sizes—16, 20, and 22 wheels.

Write us for particulars if you want a good Agency

Dunham has over 300 sizes and styles of Land Rollers, Surface and Sub-Surface Packers, Lawn, Golf and Road Rollers.

The American Seeding Machine Co., Inc.
WINNIPEG, Man.

Dept. 1

The "Flour City" Tractor

Built in three
sizes, viz., 20,
30 and 40 h.p.



A Tractor suitable for the smallest as well as the largest farms. The dealer who handles the "FLOUR CITY" is enabled to cover the entire field with our 20, 30 and 40 h.p. All three of these engines have been in the Winnipeg Contest and all have won GOLD MEDALS.

The "FLOUR CITY" Tractors are equipped with four-cylinder, vertical engine and the High Drive wheels, the type that won in every class in the contest. No further comment is necessary. Write for our Agency proposition.

KINNARD-HAINES CO., 830 44th Ave. N., Minneapolis, Minn.
ONTARIO WIND ENGINE & PUMP CO., LTD.
Toronto Winnipeg Calgary Dominion Agents.

STEEL SOCKET SHAFT ENDS

For Repairing Broken Buggy and Surrey Shafts.
QUICK. INEXPENSIVE. RELIABLE.

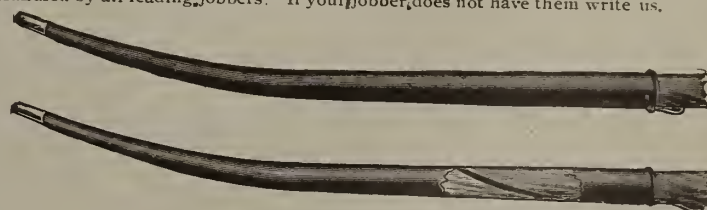
The Splice Joint Steel Socket Shaft End offers the easiest and most satisfactory method for repairing broken buggy and surrey shafts.

They are made of a double re-enforced steel tube, the inner tube being pressed and crimped into the outer. A beveled hickory filler is inserted after the tube has been thoroughly enameled inside and outside.

The black enamel finish resembles patent leather and as the tube is nickel tipped it makes a neat as well as a substantial repair job. The Splice Joint where the woods meet adds great strength, guarantees against breaking where repaired, and prevents the shaft end working loose and rattling.

These shaft ends are made in two sizes: Buggy 29-inches long, Surrey 29-inches long. We can also furnish Pole-Ends of the same general construction in three sizes, size A 1½-in., B 1¼-in., C 2-in.

Our Shaft Ends are the only reliable type and are fully covered by patents. Handled by all leading jobbers. If your jobber does not have them write us.



CUT SHOWING SPLICE JOINT.

Shipments made from our Branch Factory at WINDSOR, ONTARIO.
Address all correspondence to—

STEEL SOCKET SHAFT END CO.,
CLEVELAND, O., U.S.A.

Love Your Work.

If you want to rise in the world you must raise something else. If you want to rise in business, raise the business you are in. Don't imagine that when you have given your life to the lifting up of a business, the house will try to keep you down. A house cannot rise and keep down the man who raised it, any more than a man can rise out of water and keep down the life-preserver that raised him.

No man can do a dollar's worth of work for a dollar, says the American Thresherman. When you are working for nothing but a dollar your work will not pan out at more than fifty cents. To do a dollar's worth of work you must work for a dollar and something more. You must work for the love of the business, or for the love of something—for something more than the dollar. A mere hireling never does more than fifty cents' worth of work for a dollar, because he has nothing to work for but the dollar. He may meet the requirements as to quantity, but never as to quality. So long as a man thinks of himself as a hireling he will never hitch his wagon to anything but a pay envelope.

A large employer once said that he never distributes his pay envelopes without putting in them an inspiration leaflet—just a bit of printed matter to encourage his men, to spur their ambition, to incite them to higher endeavor. Men need something more than money. They need an encouraging word. They need antidotes for the blues. They need stout backbone bracers. They need a friendly handshake—a handshake with a grip in it that helps a man get a new grip on himself.

Value of an Industry.

Every town in the West is anxious to have manufacturing industries. Alluring offers are made of free sites, concessions as to power, light and other essentials are offered, and altogether the inducements held out are very tempting. For those who are unable at first glance to realize all the benefits accruing to a community from the advent of a factory, the following calculation has been made.

An industry employing 1,000 hands increases the population by 5,000 consumers.

It adds \$90,000 to the value of public utilities.

The assessment is increased by \$600,000.

It pays out annually in salaries and wages \$559,800.

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager
Telephone Main 518

822-3 UNION BANK BUILDING

WINNIPEG, CANADA

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Single Copies, Ten Cents

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Change of Advertising Copy should reach this office not later than the
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CORRESPONDENCE

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Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, OCTOBER, 1911.

It represents through its buildings and the houses of its employees an investment of \$2,000,000.

The annual expenditure in food would be \$63,000 in meat, \$9,600 in potatoes, \$5,000 in sugar, \$18,250 in milk, \$65,700 in butter, and \$27,600 in eggs.

Summed up, this means that an industry employing 1,000 hands is worth \$221,600 a year to the farmers of the district.

The expenditure in clothing would be \$168,750.

With the annual payment of taxes added to the total expenditure on buildings, food and clothing, you have in all \$2,428,350 turned into the town in one year through the coming of one great industry. In conclusion, one may again note the prodigious results which are affected by the presence in Canada of some 435,000 artisans. In round figures these men would mean at least \$1,056,322,250 to the Dominion.

An industry employing 1,000 hands may be regarded as a large one, but the same percentage of results would follow in larger or smaller plants, so that one can easily begin to reckon for himself what any particular industry would mean to a town or city.

Creating a Demand.

Now and again from every quarter the excuse from the dealer is heard, "There's no use of my handling your goods, there's no demand."

What! No demand for first-class farm machinery? No new farms needing implements? No sale for vehicles?

What does the circus do?

Does it come to your town in silence, pitch its tent a day, and then creep stealthily away unnoticed?

Does it then within a few weeks disband, and say, "There is no demand for amusement?"

No! Weeks ahead, the advance agent comes, with yellow bills and flaring lithographs. Tree tops and barns become heralds of the coming event.

The steam calliope and the brass band announce the arrival and the parade beats a path to the circus door.

Even the miser joins the merry crowd. There may have been no visible demand, but one was created—to the profit of the circus.

May we not learn a lesson from the circus?

Push Specialities.

The successful dealer has got to look ahead and keep abreast of the times, and the man who makes a specialty of some implement or machine adapted to improved methods of agriculture has a great opportunity to build up his business.

Such lines as farm scales, hay presses, manure spreaders, etc., might just as well as not be permitted to increase his business and his profits and would do so if given a fair chance. A great many dealers are selling numbers of cream separators and manure spreaders, but the majority seem satisfied to let them alone and make no effort to capture the trade in these valuable lines. It is hard to understand why they should be so blind to their own

interests, having before them the example of others who have found these lines to be the most profitable and satisfactory in their business. Perhaps they lack the energy and courage to take hold of a line to which they are unaccustomed, or possibly they are not sufficiently posted in what other dealers are doing.

All that is required to push specialties is an intelligent knowledge of the needs and possibilities of the field covered. This can be attained only by diligent study, but there should be no difficulty in making a satisfactory selection of an article to specialize on. Then the dealer should familiarize himself with every detail of its construction and working until he can talk it with confidence, and advertise it strongly enough to attract customers. It is then up to him to make the sales—and he can do it.

"Modern methods" is the cry on all sides, and the farmer is adopting modern methods more and more every day, but he is too keen and discriminating to buy any special machine until it has been demonstrated to his entire satisfaction that it will do proper and economical work. So it is absolutely necessary for the dealer to know his subject thoroughly and be able to "show the people from Missouri."

Erecting Windmills.

Every experienced implement dealer knows that when it is possible to use a windmill in pumping water for farm or domestic use that there is no equally economical method that can be employed, making an exception only of the hydraulic ram, when the conditions are such that it could be used. While a gas engine can be demonstrated to be very much more economical than pumping by hand, the expense of operating a windmill is not one-twentieth of the cost of running even a small engine, says a writer in *Implement Age*. True, windmill power is sometimes irregular, but that is easily taken care of by using a reservoir or supply tank to bridge over a time when the wind is light. Why, then, do not dealers push the trade on windmills when they know they are often the right things for their customers? There are some situations where a windmill should not be recommended, and when the increased operating expense would be justified, but in many cases a windmill could be used to advantage.

Years ago the writer became convinced that the greatest retarding force in the windmill trade was the reluctance that dealers manifested in regard to erecting windmills. He spent

many years in introducing windmills in new territory, when the windmill trade was young and wood towers were used, and a dealer had to combine the trade of carpenter and builder with salesmanship, hence he knows what difficulties had to be overcome. But it seems strange now that any dealer should hesitate to undertake the erection of a modern steel windmill and steel tower.

In order to reduce the erection of windmill towers to the simplest possible method, the firm with which the writer is associated adopted a novel plan for towers, and a method of erecting that is easily understood by any one who can read the simple directions which accompany each tower. The plan consists in making up the towers in sections of ten feet each, except the bottom section, which is eleven feet, and the top section, which is nine feet, while all intermediate sections are just ten feet, making an even number of feet to each tower when completed. The cross-girts are five feet apart.

This permits each section to be braced and completed before work is begun on the section above, and enables the assembler to erect the tower from the ground up section by section, just as any building is completed by adding one story above another. As each section is provided with its part of the tower ladder, the ladder can be used as the work progresses; three or four post towers are built on the same plans, and the same directions can be used for either type. It is the only natural way to erect a structure of this kind. Any dealer or farmer can erect a mill and tower by this method, by simply following the printed directions, whether they have had any previous experience or not, and can do it much more rapidly and with a greater degree of safety than by the old methods.

By the above plan the top of each section erected forms a safe support for the plank on which the working man may stand in assembling that part above the finished portion.

Show a Bold Front.

Sidney Arnold.

So long as you won't acknowledge it, you haven't failed. Suppose one thing has gone wrong—make something else go right. This is such a busy world that we haven't time to recall unimportant things, and if you don't keep reminding us, we'll forget all about the incident.

But if you walk around with the badge of despair in your face and reference to the past in your talk, how can we help remembering? Your greatest trouble is your egotism. You

overestimate your status in the scheme of life. You imagine that your misfortunes are just as fresh in every one else's thoughts, but if you want the truth, we don't know that you are living except when you force us to realize that you are alive.

The fact that all creation has made up its mind that you are done for doesn't settle your fate one jot. You are the only man who can decide that. The world does not condemn you when you fail, so long as you don't fail, crying. It does hate a quitter.

A prize fight is not a pretty thing, but it is a man's lesson. No matter how many knock-downs a pugilist gets, he has not lost so long as he is not knocked out. If you want to see how your fellows judge you, watch them hiss the man who throws up the sponge while he had a chance.

We all fail, even those of us whose careers have seemed to be unbroken successes, but we kept the secret tightly locked in our own bosoms and managed to laugh to the world until we had it laughing with us instead of at us.

Results of Thought.

Frequently, when one watches a simple process which results in very great increase in efficiency, one exclaims: "Why didn't somebody think of that before!" The fact is, however, we get mighty lazy about using our "thinkers." There are few of us who could not improve on our method of doing things and greatly increase our usefulness and comfort, by a little thinking. An exchange emphasizes this fact by the following contrasts:

Formerly, when brown sugar was crushed from the cane or beets, a week was required for the molasses to drain out of a barrel of it. Now it is put into a perpendicular cylinder and whirled. The molasses flies out of the holes on the outside very quickly.

Formerly washed clothes were wrung by hand or put through the rollers of a wringer, to the great damage of the fabric and the constant peril of the detachment of buttons. Put in a whirling tub now they are speedily nearly dried, with no injury.

Formerly the dairymen waited twenty-four or forty-eight hours for the cream to rise. It was a great waste of time and the milk was likely to sour and become almost useless. Now the milk is brought fresh from the cow and put in the whirling separator. The milk being heavier takes the outside of the cylinder, leav-

ing a column of cream in the middle to be drawn off by a siphon or pump at the top, or by a faucet at the bottom. How easy! It only takes a little thinking.

Reciprocity.

Because reciprocity failed to come into effect between two great nations is no reason why reciprocity should fail to take its place in our daily life. In its best sense reciprocity means mutual obligation, or a peaceful agreement between two or more parties to repay one good deed by another.

There is a lesson here for the implement trade. A journal devoted to dealers' interests says:

We believe in the manufacturer and jobber affording a full measure of protection to the retail dealer, for upon him they must depend for a market for their product.

We believe the dealer should be loyal to the manufacturers and jobbers whom he knows have been loyal to the trade, and that it is a mistake for him to patronize a factory that sells the bulk of its output to mail order houses.

We believe the dealers owe it to the trade papers to give them liberal support, for they have labored persistently for the betterment of conditions in the implement and vehicle business, and without the trade paper no dealer can keep abreast with the times.

Those are a few clauses from an ideal business pact which we might all live up to—if we tried.

Self Confidence.

Hardly any quality in a salesman or merchant is more desirable than confidence in his goods. A strong conviction that the line handled is right, in every sense of the word, and an equally strong belief in one's own ability to sell it, is a combination hard to beat. The dealer who lacks a modicum of this enthusiastic spirit is severely handicapped. He hesitates in his selling arguments; not feeling absolutely sure of his ground, and consequently often loses a sale by conveying the impression that he has little faith in his own goods.

A more thorough knowledge of the working of his implements and their strong points will help the dealer to get out of the hesitating, diffident class, and give him the power to quickly answer questions, hold his customer's attention and clinch the deal if it is possible to do so. Remember that confidence begets confidence. You must yourself be convinced before you can hope to convince others.

Personals.

E. Federfiel has opened an implement warehouse at Stalwart.

A. W. C. Munro has opened an implement warehouse at Rose Lynn.

Geo. McDonald has started in the implement business at Whitewater.

E. Axvig, implement dealer at Bowden, has been succeeded by H. W. Dodge.

Fred Hart, implement dealer at Red Deer has been succeeded by W. R. Davis.

Parcels & Black are conducting an up-to-date implement store at Chauvin.

Dixon & Fox have commenced a hardware and implement business at Clair.

W. G. Boomer, implement dealer at Cupar, is succeeded by Boomer & Hibbert.

McNeil & Atkinson, of Unity, have been succeeded by McCorkadale & Wells.

Wm. Wage has succeeded to the implement business of O. W. Hembling at Didsbury.

Prinz & Ludwig is the new title of Prinz & Ginther, implement dealers at Melville.

Pekrul Bros., implement dealers at Southey, have been succeeded by H. Buchof & Co.

Kazakoff & Morosoff have taken over the implement business of E. J. Johnson at Kamsack.

Osmond Sonley is reported successor to R. W. Baker, implement dealer at Crystal City.

The Rollefson Bros. & Co., implement dealers at Hanley, have been succeeded by Pengelly-Robertson Co.

J. J. Sanders & Co. are reported successors to the hardware and implement business of W. H. Schuchard at Vanscoy.

W. T. Moore, harness and implement dealer at Gerald, has been succeeded by Chas. & L. A. Bligh.

Webster & Lowther are now in charge of the implement business formerly run by Detremanden & Co. at Montmartre.

The M. Rumely Co. have moved their Winnipeg office from their warehouse on the corner of Charles and Sutherland streets to 215 Chambers of Commerce Bldg., Princess and Elgin streets.

J. A. Tanner, general agent of the I. H. C. at Yorkton, Sask., spent a few days in town visiting the branch here. He reports business good and the crops the best in the history of the district, but that the harvest is very backward owing to adverse weather conditions.

Barney Baker, Regina, Canadian manager of the M. Rumely Co., recently spent a day in Winnipeg on his return from a visit to the head office and fac-

tory of his company at La Porte, Ind. Mrs. Baker accompanied him. They also stopped over a couple of days in the Twin Cities.

Ed. Cahill, manager of the Gray-Campbell Co., Winnipeg, made a short visit to the East and has just returned.

D. M. Hackney, Winnipeg manager of the Raymond Mfg. Co., has returned from the East with his bride. Congratulations, D. M.

E. Elwood, manager of the Empire Cream Separator Co., of Winnipeg, has just returned after spending a few days in Chicago and the twin cities.

A. W. Ecclestone, manager of the sales department of the Baynes Carriage Co., with headquarters at Regina, spent a day or two in Winnipeg recently.

S. O. Bush, of Battle Creek, Mich., vice-president and secretary-treasurer of the American-Abell E. & T. Co., is spending some time at the general office of the company in Winnipeg.

T. A. Drummond, of Toronto, factory manager of the American-Abell E. & T. Co., is spending a couple of weeks at the Winnipeg office and Western points in the interest of his company.

H. W. Hutchinson, general manager of the John Deere Plow Co., Winnipeg, together with D. Drehmer, secretary, are at present making a tour of the Western branches, including Calgary, Regina, Edmonton and Lethbridge.

Ira T. Wait, the Kansas City representative of the Winona Wagon Co., gave us a call when returning home. He was well pleased with Western Canada, but glad to be travelling south. Ira says that with plenty of moisture Kansas can beat the world.

L. E. Murray, who for some time had charge of the European business of the Noxon Co., Ingersoll, Ont., has taken the position of accountant at the Winnipeg branch of Goold, Shapley & Muir. Mr. Murray succeeds E. D. Goetz, who has resigned to return East.

J. H. Housser, Toronto, secretary of the Massey-Harris Co., arrived in Winnipeg October 2 on his way West. Mr. Housser was en route to Regina, where he will spend a few days, returning shortly to join the party of Sir Lyman Melvin Jones, president and general manager of the company. The whole party will then make a three weeks' trip through the West. Mr. Housser is an old-time Westerner, well known to the trade, and is very busy renewing his many old acquaintances.

The Empire Cream Separator Co. are adding two new makes of gasoline engines to their line. For these they claim a radical innovation from anything heretofore sold in Western Canada. These engines are the Gilson 60 speed make in 1¾-3-6 h.p., truck mounted and complete with pump, jack, driving shaft and four different sizes of pulleys. This pulley arrangement gives a very wide range of speed. The other engine is known as the new style M 3 and 4 cylinder Gilson portable. For it they claim the most powerful light weight engine for all farm purposes (traction excepted) on the market.

Abusing Farm Machinery J. Baxter.

There are more incompetent machine users than machines, just as there are more dull readers than dull books. Manufacturers of agricultural implements do not as a rule put out

a machine until it has been thoroughly tested in the factory. Every reputable manufacturer takes pains to build an implement that will make good; it is tried and tested under all sorts of conditions, so that, if the farmer will use it intelligently, he can rely absolutely on satisfactory results.

Very few men have a surplus of mechanical sense. Not one in a dozen can operate a complicated machine without having trouble, due not to faults in the machine, but to his own ignorance in most cases.

In the first place many machines are assembled wrong; that is, certain parts are overstrained by screwing up the nuts too tightly, or sometimes, weak parts are damaged through hammering. Again, many farmers do not use oil often enough, while some overdo lubrication.

With harvesters, inferior work often results from allowing dirt or straw to accumulate in vital parts. In their hurry, farmers, when harvesting wheat and other small grains, often subject their binders to tests for which they were never intended. I have myself driven our harvester right through a mire and expected it to cut a full swath of heavy wheat in which there was also a heavy growth of young sprouts and alders. Of course the machine would choke down quite often when put to this test, although it did remarkably good work. To cut such dense growth and elevate it while the bull wheel was almost sliding certainly was a trial.

Machines should be used with more care and intelligence than are usually shown. Abuse shortens the life of any machine and

depreciates its work. We should be sure that we get our machines properly assembled. Then we should know how to handle them.

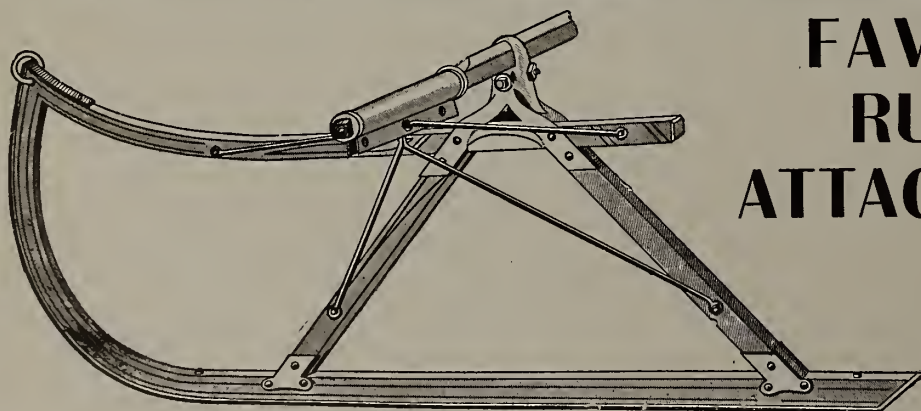
We need to familiarize ourselves with their mechanism, understanding just what function each lever or device performs. Some men, when driving a binder, are always "monkeying" with the levers while others never touch them. It should be plain to anyone that these devices are made for specific purposes. We should know what these purposes are and use the levers only when occasion requires. Unless we do our part well we cannot expect machines to do theirs well.

Very few machines on the market to-day will fail to make good if they are put up right and used right. You can take any machine and give it a bad reputation if you expect it to do what the driver is supposed to do. We are often compelled to put negroes in charge of our harvesters. Not one "darkey" in a hundred knows anything about machines. Yet many farmers who employ them will condemn the harvester, or other machines, if they do not do first-class work. It is the driver, not the machine, that is to blame for poor work.

It is not necessary that a man should be an expert machinist in order to get satisfactory work out of any farm machine, but it is essential that he should use his brains and give the machine every opportunity to make good. It took the corn binders several years to gain much favor among farmers because only a few would use them intelligently. Of course, when the machines were invented they had a few drawbacks which interfered with perfect work, but even then their faults were, for the most part, attributable to bungling usage.

I have known men to laboriously operate all day or week with cultivators that worked them to the limit, when, if they had simply adjusted the shovels of the cultivator to the soil or the nature of the land the labor involved would have been reduced 50 per cent. Of course, the men "cussed" the cultivators and declared that they were "no good" and would "kill any man in a day" and all that. A few minutes' time with a wrench would have changed the whole situation and made the plowing infinitely easier.

We can not expect any machine to do its best unless we do ours. An extensive experience with all types of common agricultural implements has shown me that most of them will do their work well if given a fair chance.



FAVORITE RUNNER ATTACHMENTS

Made in
Two Sizes

No. 2—Buggy size for ¾-in. and 1-in. axles.

No. 5—Democrat size for 1½-in. and 1¼-in. axles.

You get nearly as much profit out of these as you do out of a cutter with only about one third the outlay. Order a few sets for a trial and we know you will want more.

D. ACKLAND & SON, Limited,

WINNIPEG

The PRIZE WINNERS

John Deere Engine Gangs

At the Winnipeg Motor Contest

In the plowing test ten of the winners out of a possible thirteen pulled John Deere Engine Gangs.

The awards were divided:

- 4 Gold Medals
- 3 Silver Medals
- 3 Bronze Medals

Only one man allowed on a plow. With one lever to two bottoms, one man handled a John Deere of any size and finished with square ends and straight headlands.



One Man Control. Having the plows in pairs with only one lever for each pair enabled one man to raise all the plows at the end of the field and start them in again without stopping the engine—at the same time keeping the ends square.

Did Not Clog. Even in tall, thick grass and trash the John Deere did not clog. The curved beams gave plenty of throat room.



Depth Changed. Depth of plowing was changed on any bottom by a turn of a wrench on the screw clevis without stopping the engine—another exclusive feature.

Quick Detachable Shares. Time is an important element when operating a big outfit. Changing a lot of shares means a money loss in time—an expensive outfit standing idle.

John Deere Quick Detachable Shares can be changed in a moment—all of them in a few minutes. Only one nut to take off and that in plain sight and within easy reach of a wrench.

Send for copy of the best Engine Gang Book ever published—
Free to the interested



JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina

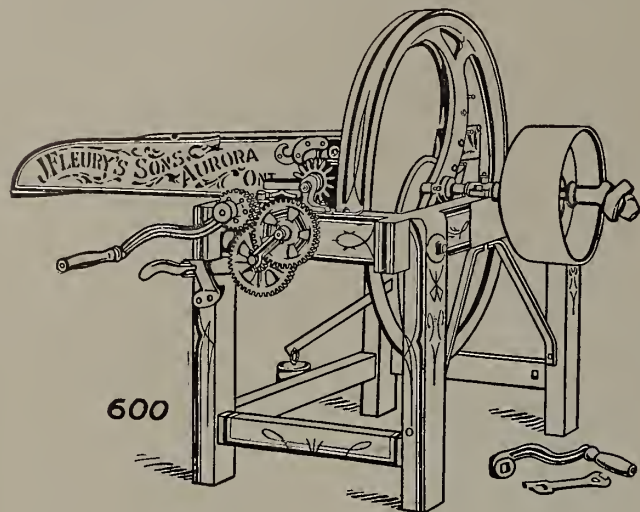
Saskatoon

Calgary

Edmonton

Lethbridge

Fleury's Straw Cutters

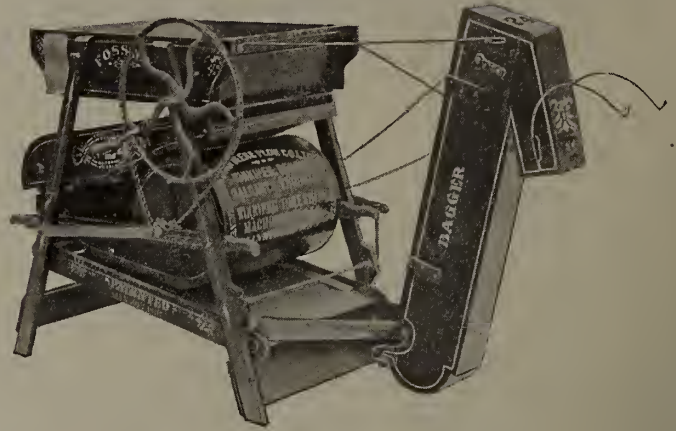


This line of straw cutters consists of seven different styles and sizes ranging from the 8 inch hand cutter to the 14 inch 12 h.p. belt machine, fitted with or without carrier or blower.

With this line you have the largest and most dependable range of feed cutters ever offered the Canadian trade.

FOSSTON Automatic Grain Cleaner

Is The Grain Cleaner Your Trade Wants



Advantages of the Fosston

The Fosston Mill is both a cleaner and a grader. Will separate wild or tame oats from wheat or barley.

The Patented Feed Device is so arranged that the operator can regulate the flow of grain on to the sieves while running, and grain can only feed while mill is in operation.

A Bottom Screen thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley.

Screens for cleaning all kinds of grain.

Made in two sizes, varying for different grains, from 25 to 75 bushels per hour.

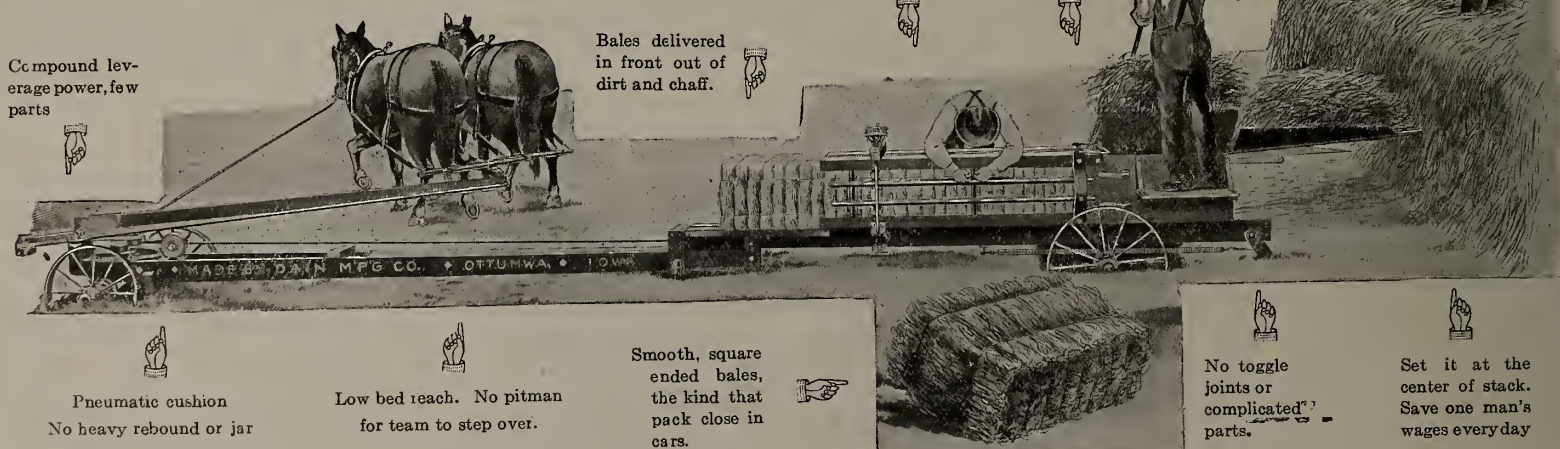
Power attachment can be furnished if desired.

THE DAIN Pull-Power Hay Press

Is an All-Steel, Full Circle, Two-Stroke Hay Press

It has superior advantages in every respect as you can see by this cut

Secure the Agency for this Easy-Selling
Money Making Press



Compound leverage power, few parts

Pneumatic cushion
No heavy rebound or jar

Low bed reach. No pitman
for team to step over.

Bales delivered
in front out of
dirt and chaff.

Smooth, square
ended bales,
the kind that
pack close in
cars.

Bales can be
tied from one
side of press.

Rocker tucker
folds every feed
perfectly, makes
smooth bales.

Large hopper and
feed opening gives
great capacity.

No toggle
joints or
complicated
parts.

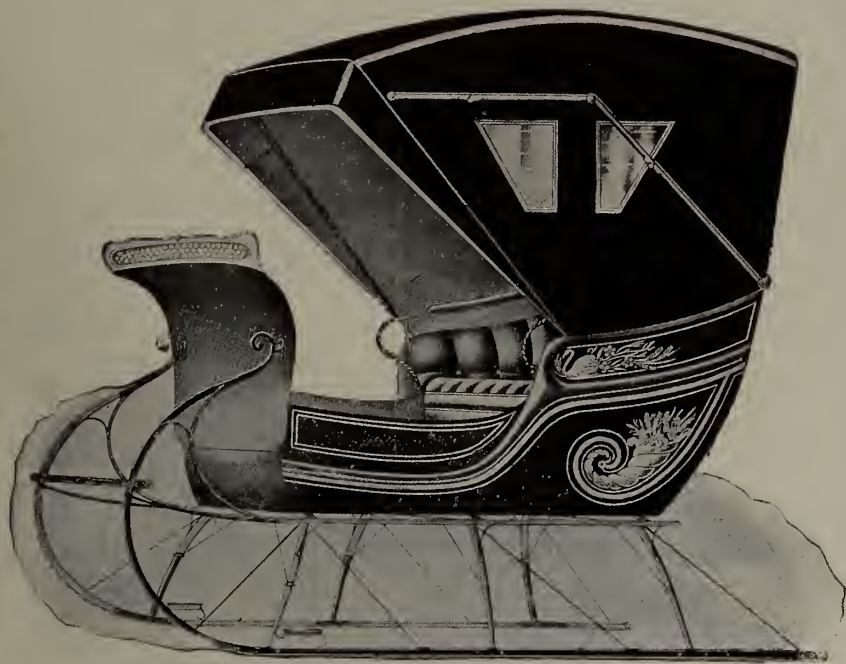
Set it at the
center of stack.
Save one man's
wages every day

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

See Our 1911-12 Cutter Catalogue



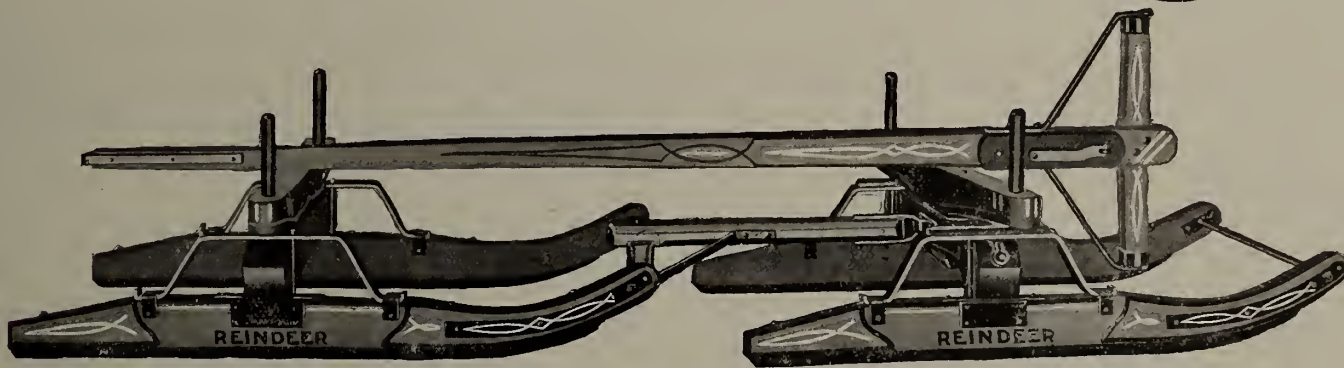
No. 205 1/2 Lady of Snow—with Top and Storm Sides

It is fully illustrated and describes the justly famous BROCKVILLE LINE, which is the last word in comfort, finish, material and price.

New Styles

of Striking and Original Design which will prove Trade Winners.

Reindeer Sleighs



No. 28 1/2 Reindeer Sleigh

Made in all sizes, with steel or cast shoes

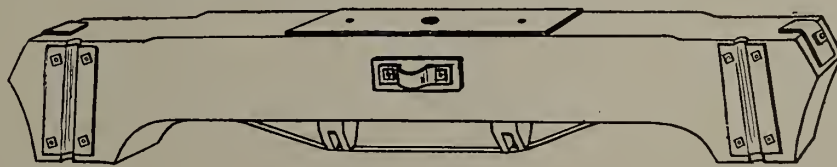
Quality and Workmanship.—Made of a straight grained hard-wood timber throughout, put together in a smooth, workmanlike manner.

Trussed Bench furnished on

No. 25 1/2, 2 in. x 6 1/2 ft. runners, steel shoe

No. 26 1/2, 2 1/2 in. x 6 1/2 ft. runners, steel shoe

No. 27 1/2, 3 in. x 6 1/2 ft. runners, steel shoe



Reindeer Trussed Bench

Trussed Bench furnished on

No. 28 1/2, 2 in. x 6 1/2 ft. runners, cast shoe

No. 29 1/2, 2 1/2 in. x 6 1/2 ft. runners, cast shoe

Painting.—Orange red, with very neat wide lines of black and fine lines of white striping. Well varnished and very much above the usual sleigh in smoothness of finish and general appearance.

Do not place your order for Sleigh goods until you have an opportunity of talking to our travellers.

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Twine Situation in Alberta.

Under date of September 14, our Calgary correspondent gives us the following information on the twine situation in Alberta:

There is a very serious shortage of twine throughout Alberta. All the firms are completely out of twine and have been for some time, so that the situation has become acute. We only know of some four or five additional cars coming to Central and Southern Alberta which can possibly reach here in time for harvest, and possibly ten or fifteen cars will be required in that territory. Each of the firms who have more twine on the way have orders for it several times over, and the harvest is not much more than nicely started. In fact, north of Claresholm it is doubtful if 50 per cent. is yet cut, and owing to the exceedingly heavy crops, a great deal more twine is being required than was anticipated.

To my mind there are two reasons for the shortage: First, the unusually heavy crops are taking almost double the twine required in ordinary years, and where ordinarily $2\frac{1}{2}$ to 3 lbs. would be sufficient, this year the average is from 4 to 5 lbs. The other reason is that it was impossible to get dealers to order twine early, or in fact, at

any time, as they should have done, and the reason assigned for their refusing to order was almost universally the same, namely that the farmers of the different branches of the Farmers' Union were clubbing together to get twine direct in car lots from either catalogue houses or certain twine factories who would deal with them in that way, and the result was that it was very uncertain indeed how many farmers would buy twine from the local dealers. Of course, those farmers who were getting their twine together had to pay cash on delivery of same, so that the greater portion of the twine business being done by the dealers consisted of that done with the farmers who were unable to dig up the cash to work in with the unions. In some cases, the catalogue houses or factories were at the last minute unable to furnish all the twine ordered and where they did furnish the twine, the farmers who had ordered in that way found they only had half enough twine, and then came back to the legitimate dealers for their surplus requirements, only to find no twine in the country. Just what the result is going to be, it is difficult to

say yet, but it is certain that it will be serious.

It is to be hoped that this experience will prove a lesson to those farmers who have suffered from the shortage. The implement dealer, who is the rightful distributor of binder twine, handles this important commodity on a smaller margin of profit than anything else, and it seems like a just retribution that a farmer, who is close enough and short-sighted enough to cavil at a fraction of a cent per pound, should be the chief sufferer. The situation affords one more striking example of the fact that to the retail dealer belongs the retail trade, and when the movement of commodities is diverted to a marked extent from their regular channel, a dislocation is bound to result in one way or another. Had the dealers in the territory affected been reasonably certain of the farmers' custom, and of the probable yield, they could without doubt have placed their orders with the factories sufficiently early to ensure an ample stock.

The man who knows the details of his own business is the one that succeeds, and the man who "guesstimates" on what his business should be is the one that fails.

A Work of Art.

The Ontario Wind Engine & Pump Co., Winnipeg, are distributing a special catalogue of Stickney engines which is certainly a work of art. It contains 32 pages illustrative and descriptive of this line, which embraces engines from $1\frac{3}{4}$ to 20 h. p., the latter size being now advertised for the first time in Canada, stationary, portable, sawing and pumping outfits, etc. Every page of this beautiful book is printed in two colors, a golden tint forming a background for very fine half-tone engravings of the various engines. The upper portion of each page shows some department of the factory of the Chas. A. Stickney Co. at St. Paul, Minn., where these engines are made, and the photographs shown are remarkably fine. Starting with a view of the office, the interior of the foundry, machine shops, erecting shop, testing shop, etc., down to the power plant, with its high efficiency turbine engines, form a continuous gallery of the whole process of manufacturing the Stickney line. We congratulate the manufacturers and their Canadian representatives on this fine example of the printer's art. Dealers can obtain a copy by writing the Ontario Wind Engine & Pump Co., Toronto, Winnipeg or Calgary.

FEED CUTTERS AND GRINDERS ARE SEASONABLE

You miss a source of PROFIT
if you don't sell

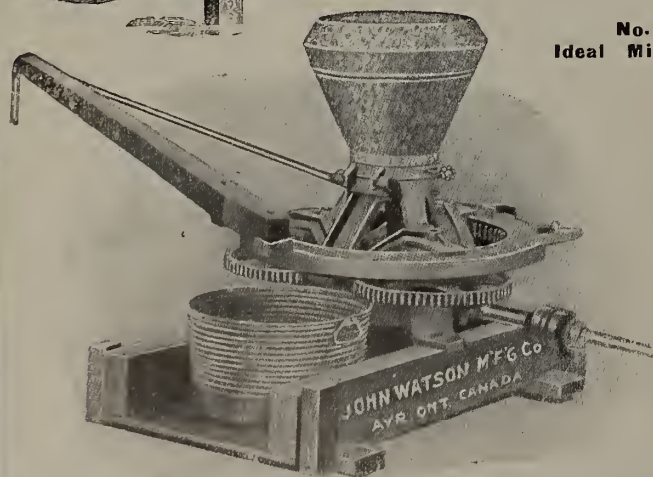
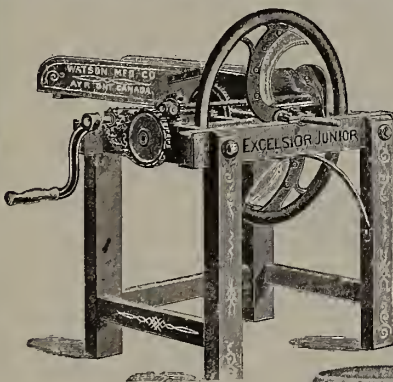
WATSON'S FEED CUTTERS

For Hand, Horse, Gas or Steam Power

Will cut hay, straw and corn perfectly and are supplied in seven styles and sizes, with capacity for cutting feed for from two head to the largest stock ranch in the West. With power blowers, will blow to any part of the barn into stall directly in front of stock. They are immense labor-saving machines.

No. 15
Ideal Mill Feed

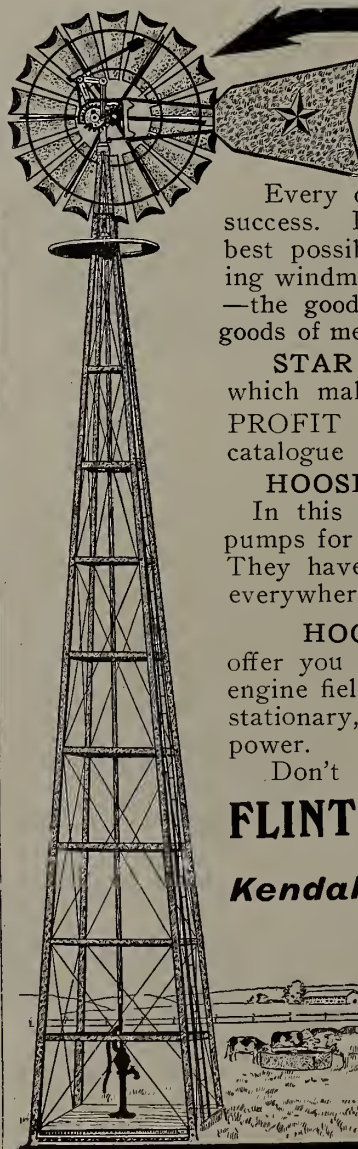
This Mill has sweep power attachment and gives great results on small outlay. Simple, strong, rapid, ideal for farmer, stockman and dairyman. Repairs for this mill will fit the Stover Sweep Grinder.



"NO ONE CAN
GIVE YOU
A
BETTER DEAL."

John Watson Mfg. Co.
LIMITED

WINNIPEG



STAR WINDMILLS

Every dealer should be interested in his own success. He should get out of his business the best possible returns. This can be done by selling windmills and water supply goods of merit—the goods with a world wide reputation. The goods of merit and reputation are the

STAR AND HOOSIER PRODUCTS

which make friends, hold customers, and are PROFIT MAKERS for the DEALERS. Our catalogue tells you why—please send for it.

HOOSIER AND FAST MAIL PUMPS

In this line you have iron lift and force pumps for every purpose and for all conditions. They have become the recognized standards everywhere as they always make good.

HOOSIER GASOLINE ENGINES

offer you something real good in the gasoline engine field. Vertical or horizontal, portable or stationary, in sizes ranging from $1\frac{1}{2}$ to 15 horsepower.

Don't wait but write at once for the agency.

FLINT & WALLING MFG. CO.,

675 Oak Street
Kendallville, Indiana, U.S.A.



Hoosier
Galvanized
Steel Tanks

Calgary.

Geo. Gilroy, of the experimental department of Frost & Wood Co. at Smith's Falls, Ont., spent a short time in ern portions of his territory recently.

A. W. Trickey, manager of the Southern Alberta Branch of the Massey-Harris Co., made a tour of the southern and eastern portions of his territory recently.

J. A. Latimer, manager of the Cockshutt Plow Co.'s Alberta Branch, visited agencies as far south as Cardston and north as far as Edmonton and Red Deer during the past month. He reports splendid crops, providing they are harvested without frost.

There was no meeting of the Alberta Wholesale Implement and Carriage Dealers Association during August and September owing to the fact that the managers of the various concerns doing business here are exceedingly busy at this season of the year, and quite a number of them are out of the city all the time, looking after special outside work, and keeping closely in touch with conditions throughout the territory.

Harry Cockshutt, general manager of the Cockshutt Plow Co. at Brantford, accompanied

by H. Whitehead, manager of the Brantford Carriage Co., who have been touring the West, spent a couple of days with the Calgary Branch, reviewing conditions and business. They are well pleased with the season's business in the West, and notwithstanding the greatly increased factory facilities found great difficulty in supplying the demand for their goods.

The new addition to the John Deere Plow Co.'s Calgary warehouse is being pushed ahead rapidly. The buildings which formerly occupied the site have been either torn down or removed, the excavation for the basement completed and work on the foundations and walls commenced. It is the intention to rush the building to completion when the company will have a building which is a credit both to themselves and the city of Calgary.

This season marks another long stride in the development of farming in this province—having particular reference to harvesting with steam and gasoline power. Some of the large farmers in Central and Southern Alberta are this year harvesting their crops with from three to six binders attached to engines, and from reports received to date it is proving a great success. It has been found that a considerable

saving in cost is obtained, and what is more important, a great deal faster time is made in a day than could possibly be done with horses on the same number of binders. The farmers harvesting their crops by this method are being watched with great interest by a great many who will operate in the same way hereafter, providing it proves to be the success it promises at present.

The interest in crop conditions had a rival this year in the interest taken in the Elections. Although they came in an exceedingly busy season, it is safe to say that more interest was taken in this election than has ever been the case in this province. Opinion was divided as to the benefits or otherwise of Reciprocity and it is safe to say the results were cheerfully accepted by the country. Every city, town, village and section of the country was greatly worked-up and a large vote was polled.

Crop and general conditions throughout Alberta are exceedingly peculiar and contradictory. The best crops ever grown in Alberta can be seen in every district and if they are safely harvested a record even for Alberta will be the result. Unfortunately, however, weather conditions have been very unfavorable, being both cool and

wet, more so than has been experienced in this province in a great many years, and the result is that first week in September saw a very small proportion of the grain cut in Alberta. In addition, in the last week in August the mercury dropped dangerously low and in certain districts was low enough to do considerable damage to crops. Again on September 6 frost was reported from a large number of points, and, while at the time of writing, it is difficult to estimate the damage, it is sure to be marked. The result is considerable anxiety on the part of every business man and farmer in Alberta and the next two weeks will be the most anxious in the experience of this province in a good many years.

Reindeer for the Northwest.

It is reported from Ottawa that the Government of Canada has made addition to the transportation facilities of the country in the form of fifty reindeer. The purchase was made from Dr. Grenfell, of Labrador, who is being paid fifty-one dollars each for the animals. They will be taken from Labrador by boat to Quebec in September, and will go by train to Edmonton or to Athabasca Landing, if the Canadian Northern

SPECIAL AVERY ANNOUNCEMENT

NEW GASOLINE TRACTION ENGINE A PROVEN SUCCESS

Talking Points

We now announce the completion of the testing out of the New Avery Gasoline Traction Engine, and offer it to the West.

It is new in the sense that it is now offered for sale to the general public for the first time, but not new in the sense that it has only recently been designed.

Four of these engines have been built. One has been used during the past season by one of the State Agricultural Colleges. Another has plowed over 600 acres this season.

The tests have been very thorough and the engine is not offered as an experiment, but as an already proven success.

Some special features:

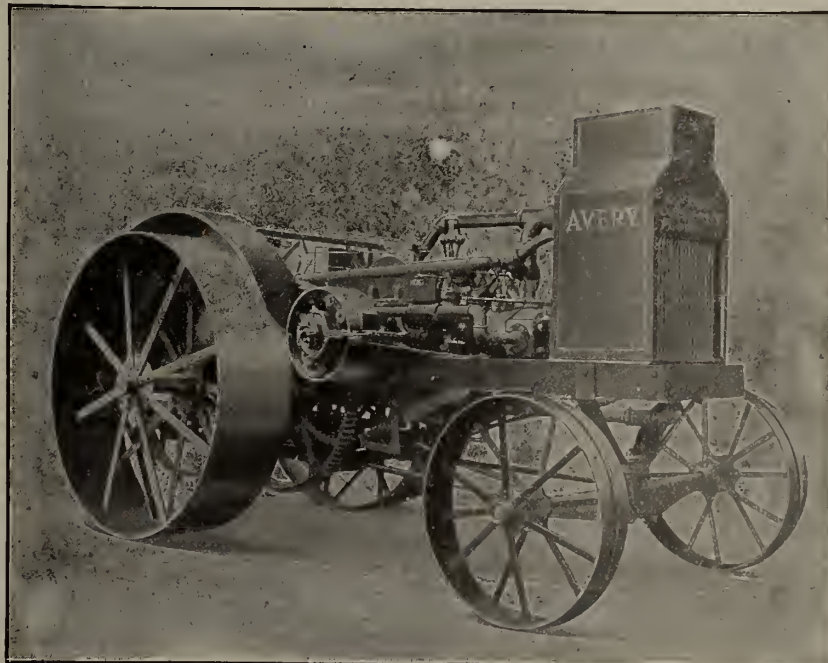
1—It is much lighter than the average engine developing an equal amount of power. This means it has less dead weight to move, a larger percentage of the power of the motor is delivered at the draw bar, it will travel over softer ground, and will not pack the soil so as to injure it.

2—In testing this engine on the brake for Economy, conditions were identical with those at Winnipeg, and the engine demonstrated that it was more economical in the amount of fuel used than any engine in its class entered in the 1911 Winnipeg Motor Contest, although the best official records ever made were made there.

3—With less fuel this engine developed a higher horse power than any engine in its class in the Maximum Brake Horse Power test in the Winnipeg Contest. It will haul 5 to 6 plows in stubble, and 4 to 5 in breaking.

WRITE FOR AGENCY TERMS AND FURTHER INFORMATION ABOUT THE NEW AVERY GASOLINE TRACTION ENGINE

Our line includes the Gold Medal Undermounted Avery Steam Engines and Celebrated Yellow Fellow Separators
Haug Bros & Nellerhoe Co. Ltd., Canadian Jobbers **Winnipeg, Man.**
 AVERY CO., Peoria, Ill., Manufacturers.



Simple, Light, Economical and Powerful

And Then Some

4—The automatic governor regulates the flow of the charge to the cylinders, giving a steady motion to the motor with little variation, and producing very little vibration.

5—The construction of the exhaust is such that there is comparatively little noise, and the explosions are not deafening as with many other gasoline engines.

6—There are but three gear contacts in travelling ahead and four in reversing. Less weight and fewer gears to wear out.

7—There are no pinions running and consuming power when driving in the belt.

8—One clutch operates the engine whether travelling forward, backward or driving the belt pulley.

9—There are only two main engine shafts—crank shaft and counter shaft, but no intermediate shaft.

10—The engine is extremely convenient and easy to handle. The driver has all the levers within easy reach with one hand on the steering wheel. The design and construction is such that he can see ahead plainly on either side of the engine.

11—Has rolling rear axle. $7\frac{1}{2}$ x 8 double opposed motor, 69 inch drivers with 20 inch face, 4 inch face Bull Gear and Pinions, 3 inch face Crank Shaft and Compensating Gears, Magneto and Storage Battery Ignition.

has rails down to that point, early in the autumn. Scows will be built to complete the journey down the Athabasca River to Fort Smith, which is the destination of the herd.

The reindeer have proved a great success in Labrador. The conditions have been found entirely suitable for them, and the original herd of three hundred have grown by natural increase to some twelve hundred. They have proved to be as good for travel as in Lapland and their flesh and milk have proved a boon on more than one occasion.

It is believed that they will prove even more useful in the Canadian north, where dog teams are now used for winter travel. The great problem of finding food for teams which has to be calculated upon where dogs are used, is solved by the reindeer, which thrives upon moss, not only drawing its load, but giving nourishing milk upon this food. It is expected that the experiment at Fort Smith will prove a success, and that winter travel in the Canadian north will be robbed of its dangers entirely, and of a good deal of its hardship. Other depots will probably be established, and the natives may be induced to adopt and breed them as they are bred in Lapland. The country abounds in the moss which is their natural food.

The purchase of the herd for the Government was made through Mr. R. H. Campbell, head of the forestry branch and the herd will be installed at Fort Smith under his direction. Dr. Grenfell will send two men along with the animals, to give instructions in their care and management. A quantity of moss will be taken from Labrador to provide the herd with food until it reaches the Caribou feeding grounds, where moss is plentiful.

The experiment is largely the result of the northern trip which Hon. Frank Oliver made last year. He then had the opportunity of learning some of the difficulties which the northern climate puts in the way of existence in that region, and willingly agreed to the experiment of introducing reindeer to make life in the north less difficult and hazardous. The Government is paying for the reindeer exactly what they cost Dr. Grenfell. The experiment will be watched with interest.

The Traveller's Tree

On the Island of Madagascar grows a tree which is a wonder to all who see it for the first time. It is called "The Traveller's Tree," and is described as being more than 50 feet high, and its leaves from 4 to 6 feet long. It yields a pleasant fruit, but is chiefly celebrated for containing, even during the most scorching seasons, large quantities of pure fresh water, thus supplying to the

traveller the place of wells in the desert. When men are at work near these trees they do not go to the river for water, but draw it from the trees.

A missionary traveller tells how, on his expressing doubts about these statements, one of his hearers struck a spear four or five inches deep into the thick, firm end of the stalk of a leaf, six inches or so above its junction with the trunk, and, on its being withdrawn, a stream of pure, clear water gushed out, about a quart of which was caught in a pitcher and drunk on the spot. It was cool, limpid and sweet.

The stem of the tree resembles that of the plantain, but sends out leaves only on two sides, like a great expanded fan. The lower leaves drop off as the stem grows, and in an old tree the lowest are sometimes thirty feet from the ground. A tree often has twenty or twenty-five leaves, the stalk of each being six to eight feet long, and the blade four to six feet more. The blade of the leaf is oblong, bright green, and shining. The fruit is not succulent, but is filled with a fine silky fibre of the most brilliant blue or purple color, among which are about thirty or forty seeds.

Character and Sincerity,

By W. F. Pape, Harvester World.

The word "Character" comes from a Greek verb meaning to cut to engrave. A mark, a figure, a device made by one substance on another as, for instance, by a diamond on glass, or a mark by steel or iron, is a character.

The qualities wrought into human nature or life of a human being, by environment, by discipline, by the wear and tear of the world, by training, by education, by all processes which go to make a man what he is, constitute his character.

The primary meaning of the old Greek word is to sharpen; we say that some men are sharpened by their experience of life. All men are cut into or are engraved upon, it you please; they are stamped like coins in the mint; they are printed so that, like books they may be read.

One might say they are "plowed up," which is another meaning of this old verb and it likens them to a field which is always ready for sowing and growing a crop.

As one knows the book, the coin, the engraving by what is stamped, impressed, or wrought upon it, so are men known by their character; by the qualities which distinguish the one from another.

There is a very interesting story of the history of the word "sincerity." It comes from the Latin word "sine" and "cera," "without cement." We are assured that the origin was in this wise. In the golden days of Roman prosperity when her merchants were the richest in the world, and lived in mar-

ble palaces on the banks of the yellow Tiber, there was competition in the grandeur and artistic adornment of their dwellings. During their successful wars against Greece there had been carried back to Rome as spoils, many of the most precious gems of Grecian art.

In this way a taste for sculpture had been awakened, and many young Romans of artistic temperament set themselves to work in the school of design. Sculptors were quickly developed, but fraud and humbug were as common then as now and so it came to be quite a common thing for the sculptor when he came to a flaw in the marble, or when his chisel missed its aim, to take a carefully compounded cement with which he filled in so cleverly as to make the patch imperceptible.

This fraud, however, would not stand the test of time, and after a few years something would always come about that would affect the cement and reveal its presence. This fraud became so common that when new contracts were to be signed for a work of art there was always a clause put in that the work was to be "sine-cera" or "without cement."

What a splendid picture story one can find in a single word. How infinitely more important it is in building one's character—"sine-cera"—than in the making of a work of art.

What the business world is looking for, even more insistently than were the Romans in their day, is the man whose character is marked, engraved, or stamped "sine-cera."

Unique Colonization Scheme.

The Duke of Sutherland is undertaking a colonization project in the Canadian Northwest that should be productive of real results. He has acquired a large tract of land near Clyde, fifty miles north of Edmonton, and is dividing it into ready-made farms to be disposed of on easy terms to settlers he will bring from Scotland. If the plan works as well as he expects, he and others in England will go into the ready-made farm business on a large scale. The project is to the agriculturist what buying a home on the instalment plan is to the wage earner in the city. The success that has attended the easy-terms sale of urban property should be more than realized on the prairies. The Duke divides his land into suitable tracts, erects the buildings needed and does the preliminary work necessary to place the prairie farm into readiness for cultivation. His plan should prove a very great boon to many thrifty young men who would make good settlers and citizens, but have not the means of getting started. It is an uphill task

for a homesteader without a good supply of funds to get a raw farm on a paying basis. At least one year is required before any returns can be obtained, and two or three years are necessary before he can get all his land broken and yielding income. He and his family must live during that period, the most trying in a settler's experience. The prospect of hardship and even failure embodied in those first years has kept many from making the attempt who would have doubtless gained independence and a competence.

The plan offering to settlers ready-made farms on easy terms should prove advantageous.

Russian Agricultural Paper.

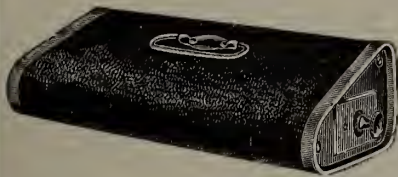
U. S. Consul J. E. Cromer reports from St. Petersburg that a publication entitled "American Farming and Farm Implements" is published in this city, the editor and proprietor of which states that it aims to convey to the Russian landowner and peasant a vindication of the superior claims of American agricultural and farm machinery. The editor asserts that the publication does not favor any particular manufacturers or types, but endeavors to show the good points and the manner of using all American machines that are found well constructed and adaptable to Russian conditions.

The publication is in Russian and circulates in the country districts. It might prove a valuable means of advertising American machinery to the extent of such circulation. How great that may be this consulate is unable to say.

As showing the nature of the publication the table of contents for the January number is as follows: "Good roads for farmers," "Practical road building in Kansas"; "Graders, ditchers and levelers for irrigation work"; "Brush cutters in irrigation districts"; "Development of traction plowing in the United States"; "A suggestive plan of farmstead"; "Harrowing while you plow" (the rotary harrow attachment). Illustrations of railway grading, traction plowing, and cuts of various machines are distributed through its pages.

The Commission of Conservation, Canada, have issued in book form an address by Lt. Colonel W. Wood, F.R.S.C., on Animal Sanctuaries in Labrador. The wanton and useless destruction of birds and animals in this territory forms the subject of the address, with suggestions for their preservation from extinction by the establishment of protected areas under the care of game wardens. The subject is an important one and its phases are fully set forth by Col. Wood in a masterly manner.

When Cold Winds Blow Sell Clark Heaters



For Automobile,
Wagon or Sleigh

These indestructible steel heaters fit right in at the feet and make cold weather driving comfortable.

Clark Heaters are made in 20 styles and sizes, ranging in price from \$1.00 to \$10.00. All jobbers have them, or direct. Write for new 1911-12 Catalogue. *This is a profitable line to handle.*

CHICAGO FLEXIBLE SHAFT CO., 237 Ontario Street, CHICAGO

The Right Building Material for Houses, Barns, Implement Sheds

Whether you are building an implement shed, a granary or a house or barn, the most **ECONOMICAL** and **DURABLE** building material is "Metallic."

For Barns: Corrugated Steel Siding and "Eastlake" Metallic Shingles make a barn absolutely fire, lightning and weatherproof.

For Houses: Metallic Rock Faced Stone or Brick Siding will give your house the appearance of a stone or brick dwelling. It is easily and cheaply applied and very durable. "A 25-year actual test" has proven "Eastlake" Shingles the best roofing.

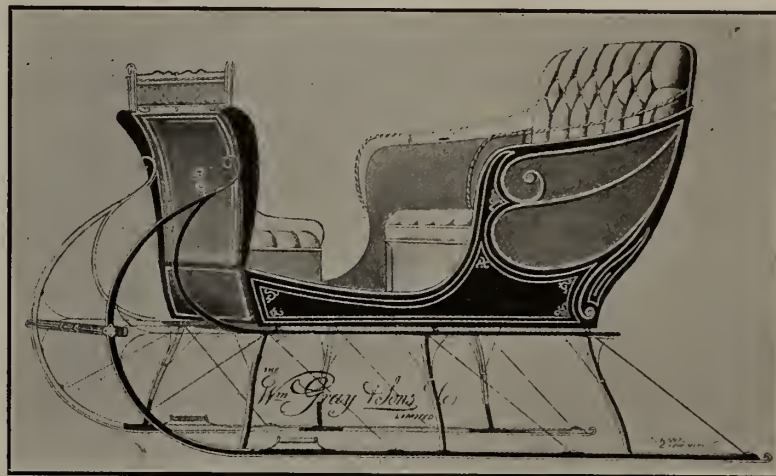
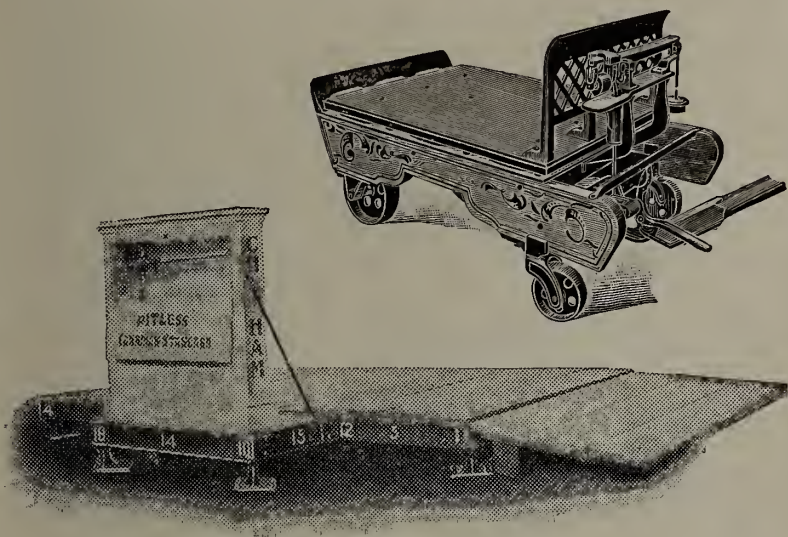
All about the permanent roof you want is told in our artistic free booklet, "Eastlake Metallic Shingles." Write for it now."

PHONE GARRY 1450

MANUFACTURERS

1714

The **Metallic Roofing Co.**
Limited
TORONTO & WINNIPEG



MILLS

SCALES

CUTTERS

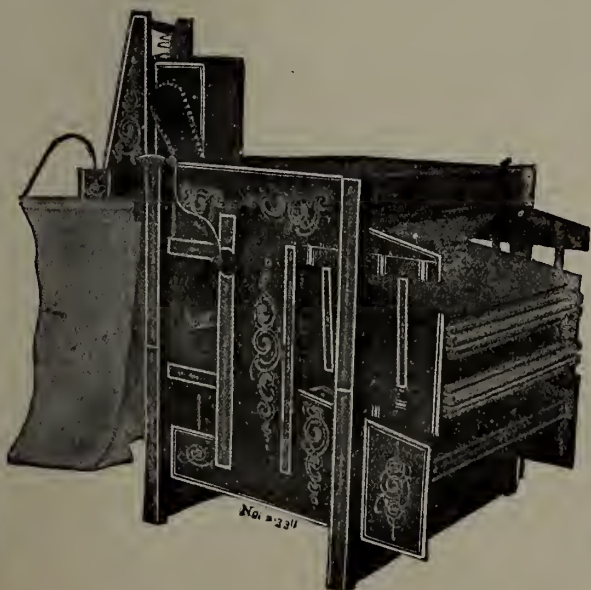
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Tractors Come to Stay

Nobody doubts that the traction engine has come to stay. There is in our North-west sufficient virgin prairie to keep all the tractors that can be manufactured busy for many years, and then some. And after they get finished breaking this vast area there still remains for them the annual tasks of stubble plowing, disking, seeding, hauling binders and many of the operations usually performed by horses, in addition to any farm work requiring belt power. An Iowa farmer writing to an agricultural paper says:

There are a large number of farms in every state where a traction engine would be a good investment. Only a few of these farm owners have made that investment. But no man wants to buy a traction engine unless he has pretty thoroughly assured himself that the money spent in that way will bring him larger returns than if he spent it in any other way for farm power.

In order to do this the engine must reduce the expense of operating his farm without reducing its income. A good engine will do this on a general purpose or grain farm of 400 acres or more. Small engines are being developed which will do it on farms as small as 160 to 200 acres. In order to be a paying investment this engine must reduce the number of horses needed to three or four at the most. It must not only do their work, but do it quicker, better and cheaper than it can be done with horses, and must do it without the need of as many men as are required when working with horses. It must not only do this one year, but it must do it for a number of years. The fuel, the lubricating oil and the repairs of that engine must cost less than the feed, doctor bills, shoeing, and harness repair bills would be for the number of horses that would be required if one didn't own the engine. It must be such an engine as will do the work of the entire farm with one or more men less than are needed under present conditions.

There are a number of good points which I see in an engine after two years' experience with one. For instance, with my en-

gine I can disk my ground, drill and harrow in my grain all at once. I start across a corn stalk field in the spring; when I get to the other end a strip of ground has been double disked, drilled and harrowed. I don't have to worry any more about that piece of ground. The grain is in the ground and ready to grow. If I am plowing that ground to be seeded or planted that same season, I can plow it, disk it and harrow it all at once, and the ground is then in ideal condition. It has been worked while it was fresh and moist and there are no clods. Two men with my engine will do as much as four, five or six men with horses. When I am seeding they will do as much work as seven.

Another thing, if there is a rush season, if the weather has been backward, I can work the engine day and night. You can't do that with your horses. If your conscience will permit, you can do it seven days in the week, but when you are using horses there is something more than your conscience to stop you.

In the past two years I have averaged two hundred or more days' use from my engine each year. That is right here in Floyd county, Iowa. This modern farm horse of mine does the majority of the things on my farm that my neighbors do with their horses. I use it to plow, to disk, to drill and harrow at the same time, to harvest, thresh, haul loads on the road, haul manure, haul the hay loader, build roads, drag roads, fill tile ditches and all such things as that. And this is on a general purpose farm in Iowa.

My farm always has been known as one of the wettest in the county. It is one that has never before been all worked because too wet. The soil is a heavy black loam. I can go onto any of my fields and do the work with my engine when the ground is in fit condition to be worked with anything. I have disked with it in the spring when the ground was so wet the disks threw up great chunks so that I had to haul harrows behind them in order to keep the ground from clodding. I have plowed twenty-

five acres eight inches deep in one day with disk plows when the ground was so wet I would not have dared plow it with mold boards. Had I used mold boards they would have caked the ground so that it would not have recovered from injury for years.

The number of things that can be done on a farm with an engine depends on two things: The farm and the man. A general purpose farm in the older sections of the country offers a wider range of usefulness to an engine than the single general purpose farms of the west. This is because there is a larger variety of things to be done that require power. Because of this the season of usefulness for an engine in this section of the country extends over the entire season open for field work. If the snow does not get too deep for moving around much manure hauling and other such work can be done in the winter months very successfully.

On one of my farms I am using a 30 b. h. p. engine. It has two speeds—two and one-half and four miles an hour. I find this is very successful for hauling manure spreaders. It will haul them to and from the fields and even when spreading their loads, at high speed. With two spreaders and three men, one to do the hauling and two to do the loading, this work can be done much cheaper and faster with this engine than with horses.

When one uses a hay loader in putting up hay this engine is also very useful and cheap. I used a side delivery rake to rake my hay into long windrows, putting five mower swaths into each windrow. My hay racks are made nine feet wide and twenty feet long. The engine hitched onto one of these racks, with the loader on behind will pick up that windrow at high speed. The speed need not be slackened from the time one starts up until the load is on and delivered at the barn, except an instant to unhitch the loader. I find that my cylinder loader stands the work very well and that in this way the work is done cheaper than with horses.

As mentioned before, the things for which an engine can be used depend a great deal on the man. If one is wide awake and resourceful, not hopelessly buried in a rut, but can see some little merit in new things and new methods, and is willing to try he will find many things at which to use his engine. He will also be thinking out ways of increasing the efficiency of it and decreasing the expense of using it. Thinking how he can do his work better, quicker and with less labor; how he can do two or three

things at once instead of only one.

Possibly, I had best call attention to one thing that may save some misunderstanding and some failures. The ordinary threshing engine will not prove successful at all things which I have mentioned. Most manufacturers build two types of engines. One is called a threshing engine, the other a plowing engine.

They are gradually discontinuing the threshing engine. Its gears are built only to enable the engine to take itself and the separator from one job to another over roads. The gears and wheels are not built strong and heavy enough to withstand the hard work and the heavy strains necessary in doing general field work under all sorts of soil and road conditions.

The plow engine is built specially for the hard, trying service of general field and road work. They are also just as successful for belt work, such as threshing, shredding and shelling, as are the threshing engines. Consequently if one is thinking of buying an engine, whether it is his first or otherwise, he should buy a plowing engine instead of a single purpose threshing engine. Practically all the manufacturers build a plow engine. Most of them are good, though, as in all things some are better than others. Consequently if you are going to buy one look the field over carefully before you place your order.

Then when you do buy one, plan to get as much good out of your investment as you possibly can. Use it for as many different things as possible and use it just as many days in the year and as many hours a day as possible. You have put quite a little money into it, so plan to get all that and more out of it. Your engine never gets tired and doesn't have to stop to rest, so work the thing day and night if you can.

The Gentle Art of Milking.

Peter McArthur, Elkfrid.

How many people can tell off-hand the greatest hardship connected with farming? Oh, yes, there are hardships. It is only once in a while that a man can lie in the hammock eating early harvest apples and not caring whether school keeps or not. There is always work to be done, and work is just as much of a curse to-day as it was when Adam had his career outlined for him in the Garden of Eden. But it isn't the work, the real work, that makes a free-born citizen chafe and feel that he is a down-trodden worm. The hard work comes and goes in rushes and can be attended to somehow, but the real hardship is a common ordinary chore that is with us always. None of the pretty books about "Farming for Profit"

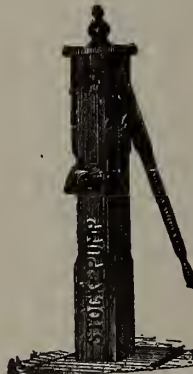


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seems to attach any importance to it. They tell all about plowing and sowing and reaping, and devote pages to telling how to breed hens so that they will not suffer from chilblains, and how to break the ducks off roosting in top branches in the apple trees, and then, in summing up the many advantages of farm life, they usually close with a sentence like this: Besides having plenty of broilers and new-laid eggs, we kept a cow." Oh, you did, did you? Then, why didn't you tell the truth about that cow? When it comes to making a man a serf, a slave of the soil, the cow is the tie that binds. You can turn the horses and pigs out to pasture and load up automatic feeders so that the hens will do without attention for two days, but not so the cow. Twice every day, like the old man in the poem in the Second Reader:

"You must milk the Brindle cow, for fear that she go dry."

There is no escape from this. When you make plans for a nice little outing that will take you away to some pleasant place for three or four days, the plans are sure to be wrecked by someone asking gently, "But who will milk while you are away?" With a groan you give up your dream of a holiday and once more take up the dreary grind of life.

In all the back-to-the-land talk I have heard the cow was never mentioned, except as blessing and a convenience. I remember that a few of us made a practice of lunching together, and when smoking our cigars we would talk about the kind of farming we would do when we finally managed to break away from the city. I was the only one in the party who had been born on a farm, but I never thought of the cow. I dwelt on such labors as spreading manure and ditching and similar jobs that make the boy leave farm so that he can get work that will not muss up his clothes and that never feazed them. They all felt equal to real farming. I remember that one of the fellows invited me to his office one afternoon and showed me a pair of fourteen-dollar corduroy trousers that he had bought to do farm work in. It was a lovely garment and would be worth as much as a course in the agricultural college to a real farmer. I felt that a man would farm instinctively when wearing those corduroys, and I told him so. Then he confided to me that it was his habit every Friday to go out to father-in-law's estate in the country and put on those corduroys and mow the grass on the private golf links. After doing that he felt that there was nothing about farming he could not do. Most of the people who talk about going back to the land never get any nearer to the truth than that. If you asked them who was going to do the milk-

ing they would say that they were, of course. It would never dawn on them that the milking must be done twice a day, every day in the week, including Sundays—drat it! When you are living on a real farm you will soon find that in all your plans you must consider the cow. She is the mild-eyed tyrant of the establishment.

Milking is not hard work, of course. It is what Shakespeare would call "the damnable iteration" of it that galls. In the morning you are asked if you are not going to milk before breakfast, and at night when you come home dog-tired after putting in a hard day doing statute labor (I blushed when I wrote that) you are reminded that you have not milked yet. On regular, old-established farms things are somewhat easier, for, as a rule, every member of the family knows how to milk. But in

these back-to-the-land movements there is usually just one victim. It is a well-known fact that few people learn how to milk successfully after they have passed the age of thirty. Possibly that is because they are too wise. And our school system has not been developed yet to the point where they teach the children how to milk. The only way to teach them is to take them when they are young and unsuspecting and make them believe that they will not be full-grown men and women until they learn how to milk. Then you let them practise on a cow that is going dry, and usually she has gone dry before they have mastered the art. But where only two cows are kept you cannot be having a cow going dry all the time for the children to practise on, so you just have to take your medicine and do the milking yourself both night and morning.

As this is really the most wearing thing that the man who is moving back to the land will have to contend with. I think it would be a good idea if every city gymnasium was fitted up with an automatic cow that the fellows could practise on. It could have a rubber udder that wouldn't "give down" too freely and a tail that would switch the milker across the eyes at irregular intervals. It would also have a leg that would kick over the pail unexpectedly; and there is another feature that I have studied up from the roan cow that might be added if the mechanical difficulties could be overcome. It is the practice of this cow to stand quietly until I get well under way with the milking and am thinking about something. Then she will cast her eyes about till she sees one of the young cattle that is looking too comfortable, and without the slightest warn-

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ing the dehorned brute will start with a snort and bunt the object of her wrath through the barbed wire fence, leaving me and the pail and the milking stool either widely scattered or badly entangled. At such times I ponder much on the inadequacy of language as a medium of expression. If this feature could be added to the automatic cow it would cure many people of foolish notions. Wives who do not think that they would like country life and whose husbands have caught the "back-to-the-land" fever, could have one of these machines fitted up in a spare room and then refuse to consent to leave the city until her good man had proven by six months' practice that he could handle a cow. She could make him go to it every morning before he had his breakfast and every evening before he got his dinner. If that didn't cure him she might as well yield to the inevitable and go back to the land. Everything else would be easy by comparison.

Start a Guinea Pig Ranch

An agricultural writer for an English newspaper in a recent article says:

A curious, but successful experiment is being made on a number of private lawns in Kent, and is

about to be tried by a golf club in the neighborhood of Greenhithe. The idea is the novel one of substituting the guinea pig for the mowing machine and the weed killer.

Around the lawn is arranged a low wire barrier and into the inclosure are turned a number of guinea pigs; or better, a passage is made from their hutch to the lawn. The animals at once attack all the worst weeds—the plantains first, then the dandelions and daisies. These broad-leaved plants, which no mowing machine will touch, are killed by the persistent cutting of the guinea pig's teeth. When they have finished the weeds, which are broad-leaved and succulent, they proceed to the grass. In a short time the lawn looks as if it had been cut by the closest machine. The persistent cutting of the leaves kills the weeds, which can stand almost any other treatment, but does no harm to the grass.

One lawn, formerly a mass of weeds, has been made to grow nothing but the finer grasses. Another is still under process of treatment. The half of it in which the guinea pigs were first set to work has been cut quite even and very close. For golfing it is as fast again as it was under the administration of the mowing machine, and not a weed is visible. The other half, where the animals have just been turned loose, is a

mass of dandelions and other weeds.

In this neighborhood it has been found that the guinea pigs do not suffer at all by being left to work in winter as well as in summer. Indeed they are healthier than under the usual treatment of those who keep them as pets. An astonishing demand for the animals has grown up in the neighborhood, and if the inland golf clubs, which have great difficulties with plantains, take to the new method the guinea-pig population is likely to go up in the ratio that the natural fecundity of the animal suggests.

Electrified Crops

The farmer is now the object of study and interest. In every province of Canada Canadians are convinced that the perfection of farming is at the base of all our prosperity. Not only is the farmer becoming a most powerful force in Canada, as is seen in the movement for reciprocity, but professional men and manufacturers alike are convinced that their prosperity must largely come out of our fertile acres. New discoveries, new methods of tillage, intelligent understanding of the abstruse principles of agricultural chemistry and much else are of interest to the whole Canadian community.

In this connection a series of experiments by Sir Oliver Lodge, the distinguished head of Manchester University, are worthy of notice. It had been observed that electric light stimulates plant growth, and some five years ago the Manchester scientist co-operated in a notable experiment. Two plots of land of 20 acres each, were plowed and planted in precisely the same way. They were of equal fertility. On one of them poles with insulators were erected with one pole only for each acre. These were wired and a small dynamo was worked by a two horsepower oil engine. By a transformer a strength was secured of some 100,000 volts, and this was frequently used. For several years the experiments were continued so that all partial or accidental circumstances were eliminated. The results were quite startling. On the portion sown with wheat, the electrified field produced from 30 to 40 per cent more than that not so treated. Experiments were also carried on with strawberries, tomatoes and cucumbers, as well as with coarser plants—carrots, beets and mangels. The strawberry increase was most notable. Strawberry plants of the past year showed as high as 80 per cent increase, and a greater growth of runners. In five year old strawberry plants the increase was 36 per cent. The supposition is that the electric discharges effect the deposition of nitrogen from the air which becomes food for the plant roots in the soil. This experiment should be tested by our Agricultural college.

Chevallier Barley and Kitchener Wheat.

Field Marshal Lord Kitchener, responding to a toast at the luncheon of the Suffolk Agricultural Show, England, on June 1, referred to the introduction of the famous Chevallier barley by his grandfather, Dr. Chevallier, of Aspell, near Ipswich, and related that when in India he had procured for Boer friends in South Africa Thibetan wheat said to be immune from rust. Last March, when in Nairobi, East Africa—a grand country with a magnificent climate now entering the number of wheat-exporting countries—he was shown, he said, a plot of Kitchener wheat possessing the satisfactory peculiarity of being unaffected by rust. This had been obtained from South Africa, 2,000 miles away, and was a product of Boer wheat blended with that which he had sent from Thibet and to which without his knowledge his name had been given. His Lordship concluded by stating that as his grandfather's name had been handed down in connection with barley so his was now attached to a special kind of wheat, and that if any of his friends there would like a sample of "Kitchener wheat" he had no doubt that it could be procured.

Not Yet Self Supporting

W. B. Lanigan, assistant freight traffic manager of the C.P.Ry. gave out some startling figures recently, showing that the east is feeding the west.

He pointed out that the three western provinces are not doing their duty, and that the farmers do not realize the seriousness of the condition in which they are placing themselves, for vast quantities of foodstuffs are being imported from the east, from the United States, and from abroad. "Last year," he said, "one firm alone shipped in 1,000 cars of packing-house products to supply the cities of the west. In the same year, \$10,000,000 worth of horses were brought into western Canada from the United States. Again between 200 and 300 carloads of mutton were shipped in for the mining camps of British Columbia, and a good deal of this came to Winnipeg. Also during the past winter months Winnipeg imported from Dakota and Minnesota \$10,000 worth of milk. Another point to be remembered is that a large quantity of vegetables for Winnipeg and other cities in the west are daily imported from the U.S. And potatoes consumed as far west as Revelstoke are shipped from as far east as Prince Edward Island. Again fresh beef is being imported daily, killed in the abattoirs of Toronto, and no less than seven carloads were brought in on one day last month. In other words,

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Manitoba which boasts of its agricultural wealth, does not produce the stuff to feed itself, and its own cities and even the farmers themselves are buying farm products."

Black Fox is Valuable.

The pelt of the pure black fox is the highest priced fur on the market. The sum of \$2,300 has been paid to a breeder of black foxes in Prince Edward Island for one medium sized flawless skin of exceptional beauty and lustre. The average prices per pelt, according to color and quality, run from \$300 to \$500.

The business of domesticating and breeding foxes has been carried on in this island for about twenty years; it is now past the experimental stages and promises to develop into a paying industry. In more than one instance the proceeds of the sale of a black fox skin has paid off a farm mortgage.

The black fox is very rare. Its pelt is marketed at London, where the available supply is offered at auction four times a year. At the sale in January, 1910, 171 pelts, varying from the silver tinged to the pure black were offered; this year the number at the midwinter sale was only 64.

The black fox can be bred in confinement in all portions of North America, north of the forty-third degree of latitude. By the application of the methods which have proven so successful in Prince Edward Island this industry could be carried on with profit in the northern sections of the U.S. or in any part of Canada.

The fox reaches full growth in from eight to nine months. The fur is at its best in the months of December, January and February, when the animal is from two to three years old. The highest degree of care must be exercised in skinning. A drop of blood or the smallest break or defect greatly reduces its commercial value. To kill the fox it is smothered or chloroformed.

Fecundity of Wheat.

There is an interesting story going around over the growing of 2,800 grains of wheat from a single original grain. The method of obtaining this remarkable result, says the Gas Review, was to plant the grain of wheat in a pit about eighteen inches deep. When the grain began to sprout above the surface a thin layer of soil was placed over it. The next time it appeared there were several shoots and these were again covered. This process was repeated every time the grain appeared until the pit was filled to the top. This was done in March, 1909. By harvest time the wheat covered a circle a yard wide. The crop remained in the ground during the winter, and in the spring began to go ahead, growing all through the summer, and at harvest time it covered about six square feet. Eighty-five stalks were harvested.

Agricultural Improvement in Egypt.

The following extracts in a British consular report are calculated to interest Canadian exporters. The demand for agricultural machinery seems to be steadily improving.

Considerable progress has been made in the employment of more modern machinery, such as pumps, grain-cleaning and leveling machines. One firm imported more than a dozen reaping and mowing machines during the year, all of which were sold and are now working satisfactorily. The competition for all kinds of machinery at present in use in the country is very keen. However, there is a growing demand for light and simple machinery in almost all processes incidental to agriculture. Any labor-saving machinery specially adapted to the undeveloped markets of India might also be in demand in Egypt. Cheapness

and simplicity are essential. Since coal is relatively expensive, oil engines or steam engines up to a certain size, with boilers designed for use with oil fuel, would prove most suitable to local conditions. Firms should make a point of having a centre at Cairo for supplying duplicate parts for repairs. The majority of the population depends for its support on small holdings from ½ to 5 feddans (feddan=1.03 acres); up to the present agricultural machinery has been little used, as the lack of roads prevents co-operation. This limitation will gradually decrease in importance with the making of good country roads, and joint ownership of the more expensive machinery would then be possible.

On the large estates the landowners are showing increased interest in the management of their property. Some have already installed pumping stations of considerable magnitude for irrigation, and others are looking about for labor-saving machinery to enable them to cultivate large areas to better advantage. An opening exists both in India and in Egypt for maize-core grinding mills. Egypt produces about 1,000,000 tons of maize cores per annum and the United Provinces of India yield about 1,500,000 tons of cores. These are at present entirely a waste product, being usually burnt as fuel. It

is recognized, however, that they are capable of forming a good fodder for cattle, when finely ground, either to replace chaff or to mix with other foods.

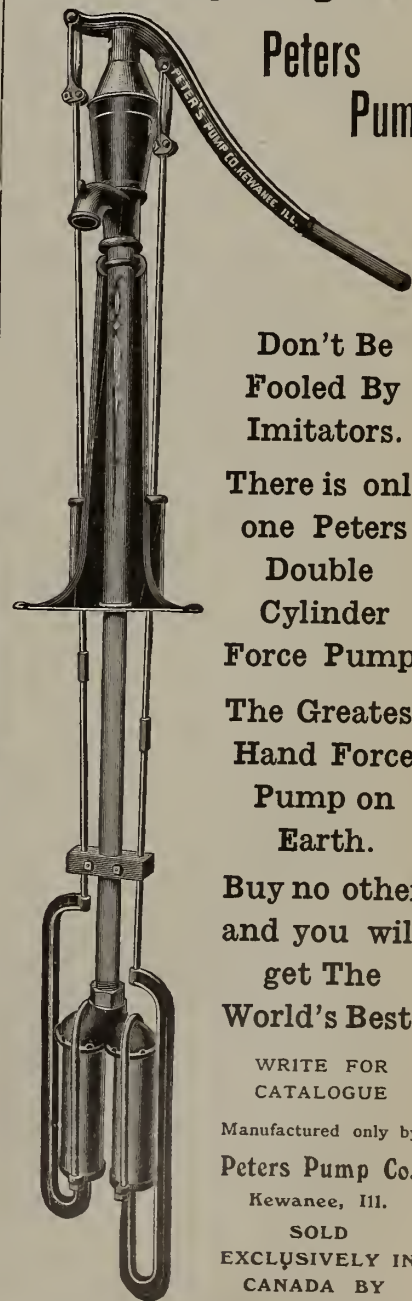
Painting Implements.

Iron or steel surfaces should be carefully cleaned by means of a steel wire brush and emery cloth to insure the removal of all rust before painting.

Paint generally should be applied with a good, round brush, and well rubbed out. The rubbing out serves to remove any bubbles of air, also the film of air found on all surfaces; and it insures a thorough incorporation of the paint with the surface, thus affording better protection. The rusting of farm machinery is no doubt due to the fact that it is "painted" by the "dipping" process. Air bubbles causing openings in the paint film, moisture enters and rusting begins; also the paint not being cemented to the surface by being well brushed out, is easily removed mechanically.

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Importance of Grass.

The following essay by the late Senator John J. Ingalls, of Kansas, is considered one of the classics of agricultural literature:

"Next in importance to the divine profusion of water, light and air, those three great physical facts which render existence possible, may be reckoned the universal beneficence of grass. Grass is the most widely distributed of all vegetable beings, and is at once the type of our life and the emblem of our immortality. Lying in the sunshine among the buttercups and the dandelions of May, scarcely higher in intelligence than the minute tenants of that mimic wilderness, our earliest recollections are of grass; and when the fitful fever is ended, and the foolish wrangle of the market and the forum is closed, grass heals over the scar which our descent into the bosom of the earth has made, and the carpet of the infant becomes the blanket of the dead.

"As he reflected upon the brevity of human life, grass has been the favorite symbol of the moralist, the chosen theme of the philosopher, 'All flesh is as grass,' said the prophet; 'my days are as the grass,' sighed the troubled patriarch; and the pensive Nebuchadnezzar, in his penitential mood, exceeded even these,

and, as the sacred historian informs us, did eat grass like an ox.

"Grass is the forgiveness of nature — her constant benediction. Fields trampled with battle, saturated with blood, torn with the ruts of cannon, grow green again with grass, and carnage is forgotten. Streets abandoned by traffic become grass-grown like rural lanes, and are obliterated. Forests decay, harvests perish, flowers vanish, but grass is immortal. Beleaguered by the sullen hosts of winter, it withdraws into the impregnable fortress of its subterranean vitality, and emerges upon the first solicitation of spring. Sown by the winds, by wandering birds, propagated by the subtle horticulture of the elements, which are its ministers and servants, it softens the rude outline of the world. Its tenacious fibres hold the earth in its place and prevent its soluble components from washing into the wasting sea. It invades the solitude of deserts, climbs the inaccessible slopes and forbidding pinnacles of mountains, modifies climates, and determines the history, character and destiny of nations. Unobtrusive and patient, it has immortal vigor and aggression. Banished from the thoroughfare and the field, it bides its time to return, and when vigilance is re-

laxed it resumes the throne from which it had been expelled but which it never abdicates. It bears no blazonry of bloom to charm the senses with fragrance or splendor, but its homely hue is more enchanting than the lily or the rose. It yields no fruit in earth or air, and yet, should its harvest fail for a single year, famine would depopulate the world."

Curious Motive Power.

There appear to be possibilities in the idea of M. Constantin, a French inventor, who seriously suggests that the use of an adoption of the windmill on the head of fast vehicles would reduce the air resistance and increase the speed. At first sight the idea seems fanciful and quite impracticable, but M. Constantin has given considerable weight to his theory by constructing a model aluminium wagon which, according to a newspaper cutting, was driven forward with surprising energy by a windmill turned by a headwind. The windmill is apparently a form of conical screw, with the blades inclined forward. It is placed at the front of the wagon, and its axis is so geared to the wheels that they are turned forward when the screw is rotated by the breeze it encounters. Tested against the mild air current of an ordinary electric fan, the model wagon promptly started ahead, soon developed considerable speed, and was found capable of climbing gradients of six per cent. and over. When tried with a stronger fan it easily carried a load of over twenty pounds.

How to attain Longevity.

An Austrian student of longevity, Dr. Arnold Lorand, in a new work, gives these "Twelve Commandments" which reveal the "secret" and show why so many die prematurely: (1) Be as much as possible in the open air and sunshine, and take plenty of exercise, with deep breathing. (2) Live on a diet of meat once a day, eggs, cereals, green vegetables, and raw milk of healthy cows; and masticate properly. (3) Have a daily action of the bowels. (4) Wear very porous underwear (preferably cotton), porous clothing, collars, light hat (if any), and low shoes. (5) Go to bed early and rise early. (6) Take a bath daily, and a sweat bath once a week—if the heart can stand

it. (7) Sleep in a very dark and quiet room—not less than 6 to 6½ hours or more than 7½, or, for women, 8½, and with the window open. (8) Have one complete day's rest in the week, without even reading or writing. (9) Avoid mental emotions and worries. (10) Get married, and if a widow or widower, marry again. (11) Be temperate in the use of liquor and tobacco, also of coffee and tea. (12) Avoid places overheated—especially by steam and badly ventilated.

Invents Beet Harvester.

Otto Knoerzer, president of the Champion Potato Machinery Co., Hammond, Ind., has patented a machine which will be used as a beet topper and harvester. Realizing what a big industry sugar beet raising is in the U.S., and that a heavy demand could be found for a successful beet harvester, Mr. Knoerzer set about developing a machine which would meet the needs of the beet planters. The greatest need was to have a machine that would dig the beets and if possible also cut off the tops. The old method necessitated the topping by hand, while to some extent the plowing up of the beets was an uncertain and unsatisfactory method of digging. The machine which Mr. Knoerzer has just patented, cuts off the tops and digs up the beets, the tops being left in the field for fertilizer, while the beets are picked up like potatoes.

Harvesting Sugar Cane by Machinery.

The sugar-cane industry will be practically the last of the great agricultural departments of this country to have its harvesting entirely done by machinery, if the cane harvester successfully demonstrated at New Orleans a few weeks ago proves to be reliable and efficient under protracted tests on a large scale.

This machine, which was drawn by four mules and is operated by a 6-h.p. gasoline engine, cuts, tops and gathers the cane and dumps onto the carts or wagons.

The machine has long arms which reach out and gather the stalks. The cutting and topping are done by revolving disk cutters. The leafless canes are then loaded by an elevator device into the carts which follow the machine.

It is claimed that one machine will cut ten acres of cane, weighing about 200 tons, in a day, at a cost of about \$7.50. Cutting the same amount by hand, it is said, costs about \$150. An increase in yield of about 12 per cent. is also claimed for machine-cut cane, by reason of the machine saving more of the bottom of the stalks than is possible with hand cutting.

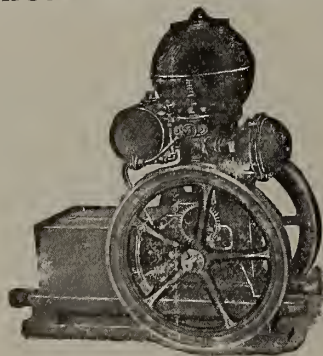


Made in the West for the West. All sizes
—Power and pumping

"Manitoba" Windmills are made in all sizes for both power and pumping purposes. Known all over Western Canada as the Strongest and Best Windmills in the World. Why not buy direct from the factory, saving heavy freight and duty charges, and jobbing house profits.

THE Manitoba
LINE is complete

The most attractive proposition ever offered to dealers



4 and 7 h.p. Vertical Hopper-Cooled.

We manufacture a complete line of hopper cooled Gasoline Engines from 1½ to 25 h.p., both horizontal and vertical, stationary and portable. Also the new 1½ h.p. air cooled Manitoba Pumping Engine, a remarkably fast seller.

Write for Agency Terms

The Manitoba Windmill & Pump Co., Ltd.

BOX 301, BRANDON, MAN.

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5½, 7½ and 10 h.p. Horizontal Hopper Cooled.

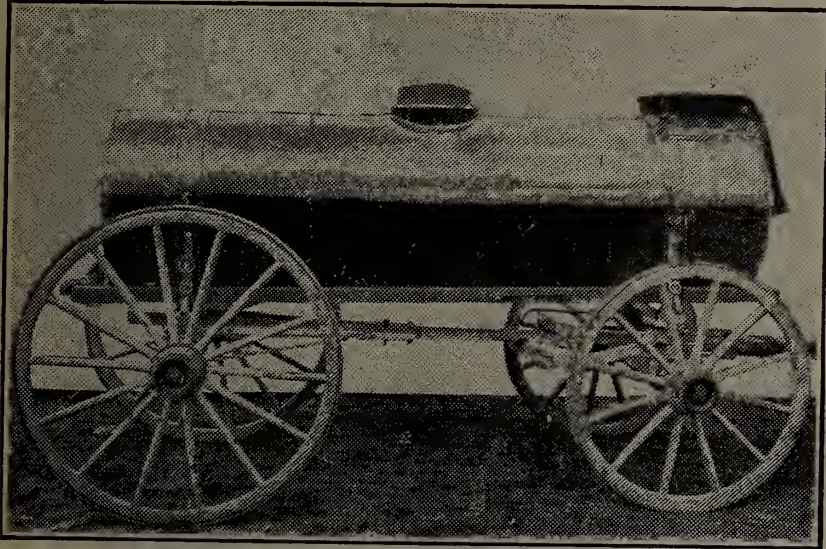
Dowagiac Drills & Seeders Are the Leaders

REASONS WHY

ASK US NOW DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH. YOU SHOULD KNOW

WESTERN STANDARD

Steel Storage and Wagon
Tanks, for Water, Oil and Gasoline

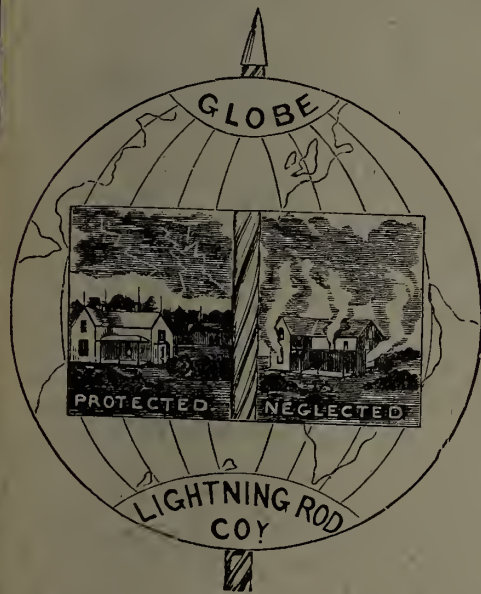


Western Standard Oil and Gasoline Wagon Tank—Style B

Steel Tanks are a specialty with us. Our prices are right, and our discounts the most attractive ever offered on this line.
If in the city come and see us or drop a card for Dealers' prices and Discounts.

RED RIVER METAL CO.

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Wanted

LIVE DEALERS

To Handle Our Cop-
per Covered Steel
Centre Lightning Rod

The Oldest Established
Business of this kind in
Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation. Our Guarantee, which is sent with each rod, helps to sell it.

Write To-day For Samples and Full Particulars.

Hamilton Brass Mfg. Co., Limited
(Successors)

Hamilton

Ontario



Deering Drills Give Satisfaction

AFTER all has been said, and the different so-called talking points have been analyzed, and every claim of superiority has been sifted to the bottom, there remains only one thing that determines whether any machine is a desirable one to handle. That one point is—SATISFACTION. A drill may have one exceptionally good point but fifteen bad ones, and one good point cannot overcome the defects of the fifteen bad ones.

Before Deering drills were ever placed in the market, their designers went into fields in every part of Canada, studied conditions in dry years and in wet years, in bad seasons and in good seasons. All these years of experiment have resulted in seeding machines that do not have one feature shining out brighter than all the rest, but a combination of mechanical principles that go to make a machine that will do the best possible work under all conditions. When this is done, it is all any drill can do, and a great deal more than most of them do.

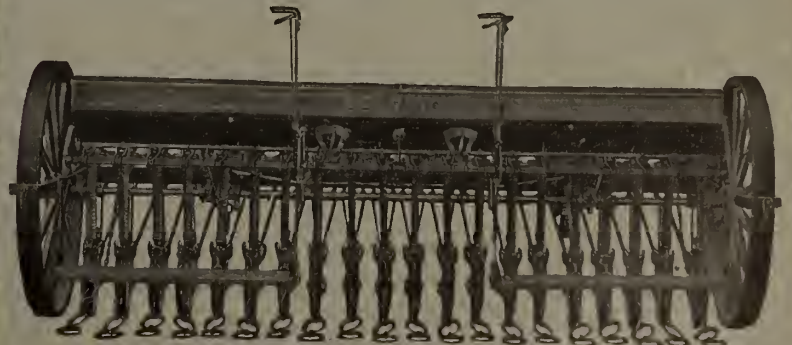
Don't you think a drill of this kind is a good proposition for you to handle? Because, when you sell a farmer one of the Deering drills, he is satisfied that he has a drill to meet his every condition.



There is no country in the world where conditions are so widely different as they are in Canada, and each of these conditions must have a particular machine to meet it. This is precisely what the makers of Deering drills are doing. They are giving you an opportunity to handle a drill that is exactly suited to the needs of your customers.

In handling the Deering line, you not only have the satisfaction of handling the Deering drills, but if you desire, also the disk harrows, the peg-tooth harrows, the cultivators, and the land packers, which are likewise made to meet conditions in your vicinity. Write the nearest branch house for full particulars.

WESTERN CANADIAN BRANCH HOUSES: Brandon, Man., Calgary, Alta., Edmonton, Alta., Lethbridge, Alta., North Battleford, Sask., Regina, Sask., Saskatoon, Sask., Winnipeg, Man., Yorkton, Sask.



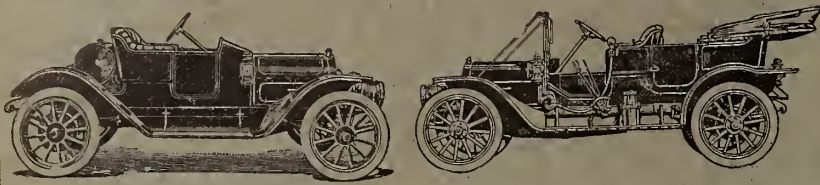
International Harvester Company of America

Chicago

(Incorporated)

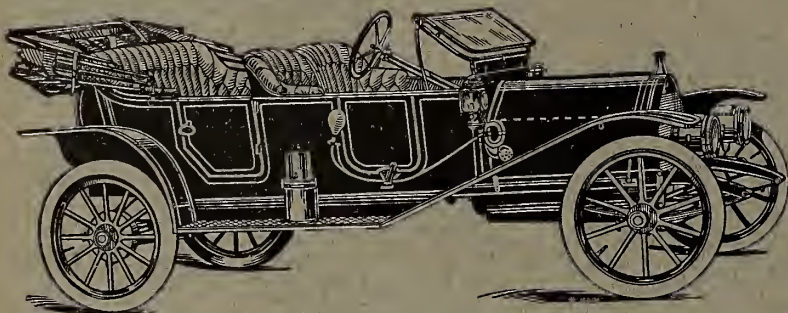
U S A

Reo Supremacy



Reo Torpedo \$1,350 Reo Touring Car \$1,425
F. O. B. Winnipeg, High Fore Door, Top and Front Complete

Implement Dealers who do not sell automobiles are missing the best proposition within their reach. For the coming season we can let you into the automobile "Game" so that you cannot help but make money. We control the best and largest line of autos in Western Canada.



1912 Huppmobile touring car complete with top, front, three oil lamps gas lamps, generator, fore doors: \$1065.00. Runabout same equipment \$900.00. F.O.B. Winnipeg.

We can make immediate deliveries.

JOSEPH MAW & CO. LIMITED,
WINNIPEG, CANADA

CENTRAL INSURANCE CO. OF CANADA

BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital, **\$365,000.00**

Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

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All classes of desirable risks insured.

PURE-BRED REGISTERED
LIVE-STOCK INSURANCE

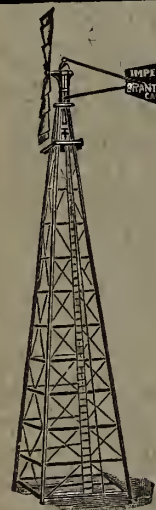
Protection against loss from accident and disease.

Full information on application to any
Local Agent, or
The Head Office of either Company.

INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN
INSURANCE CO.
EDMONTON

THE SASKATCHEWAN
INSURANCE CO.
CANADA
REGINA



"Imperial" Pumping Mill
Made in 8, 10, 12, 16 and 20 foot sizes.

Galvanized Steel Pumping Windmills 8, 10, 12, 14, 16 and 20 feet.

Galvanized Steel Towers for all purposes.

Galvanized Power Windmills, 12, 13, 14, 15 and 16 feet.

Grain Grinders, Five sizes.

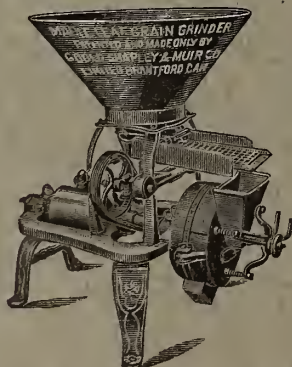
Concrete Mixers Two sizes.

Iron Pumps, Lift and Force.

Wood Tanks, all styles.

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Water Pipes and Fittings, Plain or Galvanized.

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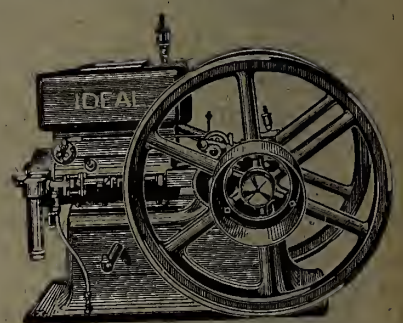
Maple Leaf Grain Grinder Made in 5 sizes

It Pays to Sell The Best



The above cut represents our 28 horse power Portable Threshing Engine, built with two opposed cylinders and is the best balanced and steadiest running engine on the market. It weighs much less than other engines developing the same power.

Write for Agency Terms
Goold, Shapley & Muir Co. Limited, BRANTFORD WINNIPEG CALGARY



Our new horizontal, hopper cooled, gasoline engine, made in two sizes; 3 and 4½ h.p. As its name implies, this engine is ideal for the farm or the workshop and performs a multitude of tasks formerly entailing wasteful hand and horse labor.



We also make and sell "Ideal" Stationary and Portable Engines in sizes from 1½ to 50 h.p., and the demand for these engines proves how excellent is the construction, combining Simplicity, Durability and Economy.

CANADIAN FARM IMPLEMENTS

VOL. VII., No. 11

WINNIPEG, CANADA, NOVEMBER, 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1 00
Per Copy, 10 cents

Union Bank of Canada

Paid-up Capital - - \$ 4,755,000
Rest and Undivided Profits 3,300,000
Total Assets (Over) - - 53,000,000

London, England Office
51 Threadneedle Street, E.C.

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Correspondence solicited.

London Branch: { F. W. ASHE, Manager.
G. M. C. HART-SMITH,
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The largest manufacturers of Saddlery and Harness Goods under the British flag. The sole manufacturers of the celebrated Horse Shoe Brand saddlery goods, which have a world-wide reputation for being the highest standard goods on the market. For further particulars send for beautifully illustrated catalog and price list, free. Offices at Winnipeg, Man.; Calgary, Alta.; and Edmonton, Alta.

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BRADSTREET'S

Established 1849 Capital and Surplus \$1,500,000,

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Correspondence invited.

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OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
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C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.



No. 15 Ideal Mill with Sweep Power

Watson's Ideal Feed Mills

Splendid Winter Sellers

THERE will be a keen demand this winter for Feed Grinders. Stockmen, dairymen and farmers are feeding ground grains in increasing numbers because it is better for the stock, obviates the tiresome journey to the grist mill and gives **GREAT RESULTS with LITTLE OUTLAY**. The simplest, strongest and most rapid grinder made. The burr makes twenty-five revolutions to one round of the horses and not only gives the greatest capacity but turns out the chop in perfect condition for feeding. Good results are obtained at once, but after a day or two's experience in getting into the run of the machine the results in quality and quantity leave nothing to be desired. Corn, 6 to 20 bus.; oats and corn mixed, 8 to 15 bus.; oats alone, 3 to 6 bus.; wheat screenings, 4 to 8 bus. per hour.

Don't Overlook Our Sleighs.

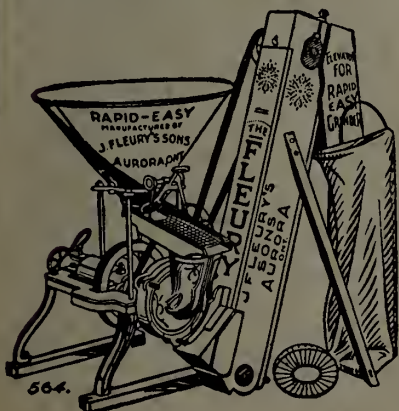
They are a most profitable line to handle and in steady demand all through winter.

"NO ONE CAN GIVE YOU A BETTER DEAL"

John Watson Mfg. Co.
LIMITED

WINNIPEG

LESS POWER AND MORE WORK



With "Rapid-Easy" Grinders than with others. Thousands in use in all Provinces, with powers of all sorts—windmill, tread, steam and gas engines. A "Rapid-Easy" will give you pleasure and profit. No other "just as good." Only one best—the "Rapid-Easy." All sizes. Sold everywhere. Tell us what power you have, and ask for any information. This cut shows one style and only one size.

JOHN DEERE PLOW CO., Ltd.

Western Agents,
Winnipeg, Regina, Calgary,
Lethbridge, Edmonton, Saskatoon.

J. FLEURY'S SONS, Aurora, Ontario, Can.

Trade Getters

"Ideal" Iron Pumps.

Double Cylinders, solid brass galvanized head, easy, fast pumpers.

"Florence" Wood Pumps.

Tennessee Poplar, best on earth for shallow wells.

Thresher Belts.

Stitched Cotton Duck, stand abuse, and have good grip.

Power Outfits for Blacksmiths.

We are leaders in this line. Can supply outfit complete, including the "LITTLE GIANT" Trip Hammer.

Has your local blacksmith a power outfit? If not, better see him about it, and write us.

A post-card will bring full information and prices.

MELOTTE CREAM SEPARATOR CO., Ltd.

Box 3006

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Armstrong Cutters.



Jumper Cutters
Piano Cutters
Portland Cutters
Democrat and
Delivery Sleighs

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Catalogues and Price Lists furnished on request.

No. 32 Portland Cutter

The J. B. Armstrong Mfg. Co. Limited, Guelph, Canada.

Western Stocks at : Winnipeg, Regina, Saskatoon, Calgary.

SUPERIOR HOOSIER KENTUCKY.

Always have held first place

There is a good reason

They meet every requirement.

Superior
Disc Harrows
on wheels.

Nothing like them

Work like a charm

Send for Catalogues.

The American Seeding-Machine Co.
Incorporated

King and James Sts.

Winnipeg, Man.

GRAIN DRILLS

Implement Dealers! Get Busy!



Right Now is the Time to make a quick, easy sale of a threshing outfit. Farmers are anxious to have their grain threshed before snow flies.

You know how much it means to them, so take advantage of your opportunities and sell SAWYER-MASSEY MACHINES.

There is Good Money in it and much satisfaction because they are fast taking the lead in all parts of Canada on account of their **Superior Working Qualities**.

BECAUSE they are TIME SAVERS, LABOR SAVERS, MONEY SAVERS.

You should have the Sawyer-Massey contract
IT IS A GOOD ONE. HERE IS OUR LINE:--

STEAM ENGINES, simple cylinders, 22 and 25 H. P., Compound cylinders 27, 30 and 32 H. P.

GASOLINE ENGINES, British Colonial or Marshall Gas Tractors in 35 and 70 B.H.P.

GREAT WEST SEPARATORS in seven different sizes.

DAISY SEPARATORS in two sizes, specially built for Gasoline Power.

ECLIPSE SEPARATORS for Horse Power or 10-12 H. P. Gasoline Engines.

ROAD MAKING MACHINERY; Sawyer-Massey Reversible Road Graders and small two horse Junior grader and leveller.

ROOTING AND GRADING PLOWS. COMPLETE ROCK CRUSHING OUTFITS.

Keep your eyes open for our new gasoline engine.

Write at once for particulars of our Agency Contract.

Sawyer-Massey Company, Ltd.

WINNIPEG, MANITOBA

A Pace-maker from Glengarry

Our 1912 Cutter Catalog is an index to all that is new and up to date on runners. Send for it to-day.



If you handle Glengarry Cutters, our new Catalog is essential.

If you want to sell our line, you should get it at once.

Even if you wouldn't handle our line on a bet, it is a handy thing to have.

Send for it.

This Blizzard Jumper fills a long felt want for a low priced cutter. It is neat and serviceable, inexpensive, but still without any of the ear marks of a "cheap" sleigh. Manufactured of thoroughly seasoned hickory and elm and finished the same as the higher-priced cutters.

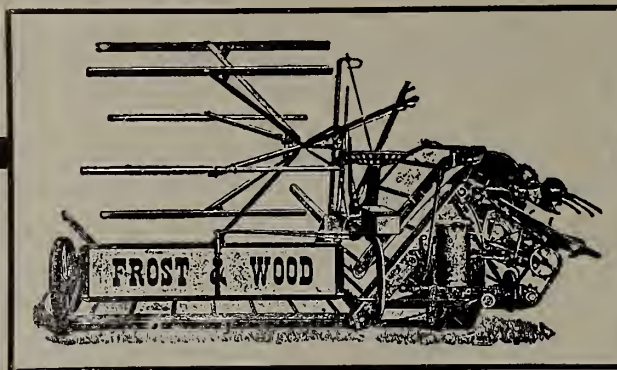
You can rout mail order competition and undersell your local opposition with this Jumper. A trade winner for any live dealer.

CANADIAN MOLINE PLOW CO.,

WINNIPEG

CALGARY

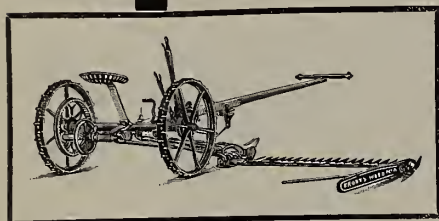
EDMONTON



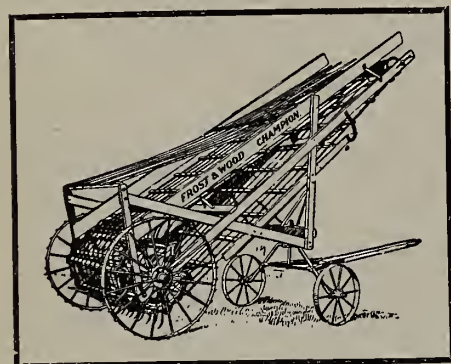
F & W BINDER

Business Booming all the Time

When You are a Cockshutt Dealer!



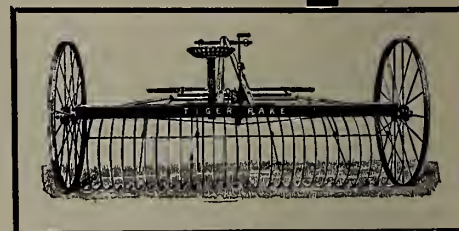
MOWER No. 8



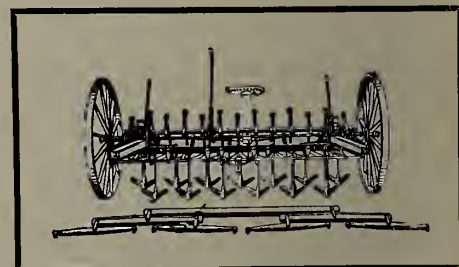
HAY LOADER

We are SOLE AGENTS in Western Canada for the Frost & Wood Farm Implements, which embody in every detail skilled workmanship and high grade material. They are built for day after day, week after week service under ALL conditions, and give satisfaction as time goes on.

Everything that the Farmer demands in a high-grade Implement has been put into the Frost & Wood



RAKE



CLIMAX CULTIVATOR

line:—every standard of Strength, Money-saving and Worry-saving construction has been complied with—and in many features surpassed—by Frost & Wood exclusive construction. In fact, we have such faith in the efficiency and quality of the Frost & Wood line that we can reduce the question itself to just this:

“Are you willing to trust to CHANCE in selling Implements, or are you going to ASSURE yourself of selling the BEST Implements the market affords—The FROST & WOOD Line?”

We are now making CONTRACTS for the season of 1912, and suggest that you WRITE us for the Agency TO-DAY

Cockshutt Plow Company, Limited

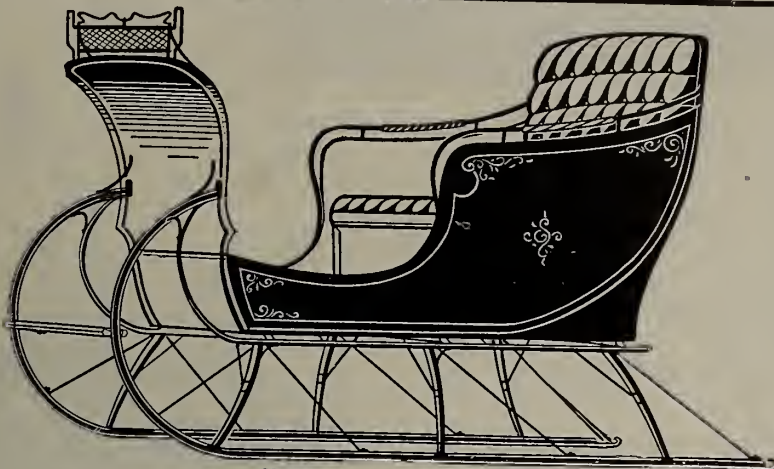
Branches: Winnipeg, Calgary, Regina, Saskatoon

Distributing Warehouses: Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie.

ADAMS FARM SLEIGHS BRANTFORD CUTTERS

Each is
the Best
you can
handle
of its
particu-
lar kind.

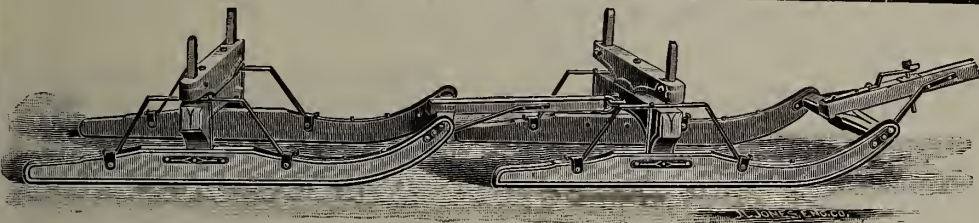
Adams Farm Sleighs and Brantford Cutters are literally the HIGHEST TYPE of Sleighs and Cutters made. They are built with infinite care from the BEST materials—QUALITY and SATISFACTION guaranteed by COCKSHUTT reputation! They are **fast sellers** at **popular prices**: the **EXTRA quality does NOT cost anything extra.**



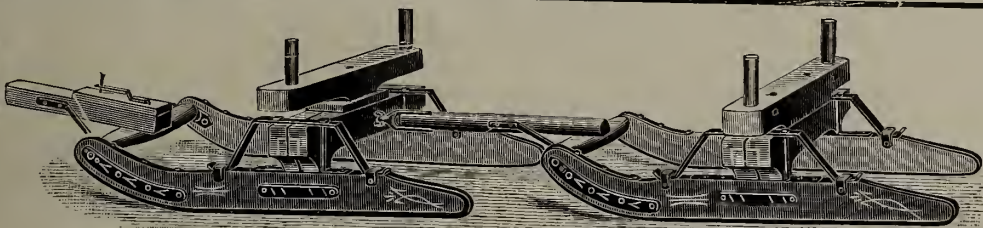
No. 32 Brantford Cutter



No. 300 Jumper Sleigh



Single Bunn Sleigh



Double Bunn Sleigh

Compare both cutter and sleigh, point for point, with other high grade cutters and sleighs and satisfy yourself that they are of convincing merit, built in every detail beyond practical improvement.

Quality and finish unexcelled, with Comfort and Style not lost sight of. The happy result in appearance compels the favorable attention of every thoughtful purchaser.

Second-growth Hickory Beams and Knees, Rock Elm Runners and XXX Shafts. Steel Braces throughout.

Painted in a variety of fancy colors and striping. Removable Back and Seat Cushions.

We carry one of the largest varieties of Sleighs and Cutters in the West and can give your customers a very wide range to pick from.

The designs shown here are specially suited for rough country roads because they are extra strong and well reinforced at all straining points. They stand the test of the most rigorous service.

Camel Back White Oak Runners, 6 inches deep and 6 feet long. Front benches well reinforced. A block on the pole to raise the Double Tree from the horses' heels. Runners strengthened by wide steel nose plates. Heavy stark pieces. The two-inch runners have $2\frac{1}{4} \times \frac{1}{4}$ Spring Steel Shoes or two-inch cast shoes, and the $2\frac{1}{2}$ inch Runners have $2\frac{1}{2} \times 3\frac{1}{8}$ Spring Steel Shoes or $2\frac{1}{2}$ inch Cast Shoes.

Isn't it the part of wisdom to handle these Sleighs and Cutters where owner everywhere tell you that they are the best made. ?

Cockshutt Plow Company Limited

Branches: Winnipeg, Calgary, Regina, Saskatoon
Distributing Warehouses: Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie

Cockshutt
Implements
have every
tried and
tested ad-
vantage in
construction



Cockshutt
Implements
occupy a
unique place
in Canada's
Agricultur-
al progress

COCKSHUTT SIX-FURROW ENGINE GANG

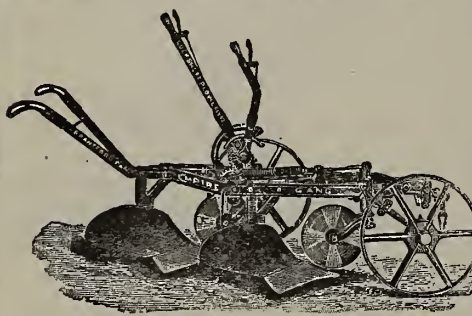
No matter what the
needs of your
customers may be
in the way of
Farm Machinery,
We Can Fill Them.

From the buying of the raw material and through all the processes of manufacture, every step has been studied with an idea to improvement. The complete implements as you see them are the best that can be made: **uniform excellence comes in every implement that bears the Cockshutt name. THAT IS THE GREAT SALES CREATING FORCE OF THE COCKSHUTT LINE.** Thus, any dealer that takes hold of the Cockshutt line of Farm Implements lays the foundation of a solid, substantial, and ever increasing business. It's a flying start along the course that leads to success.

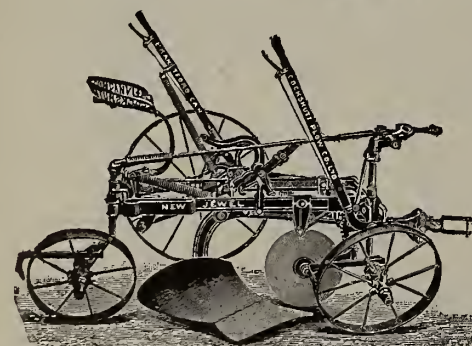
Help the Farmer by Helping Yourself
Write for the Agency To-Day



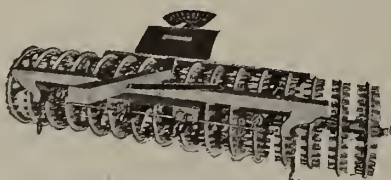
NEW JEWEL GANG



EMPIRE GANG



NEW JEWEL SULKY



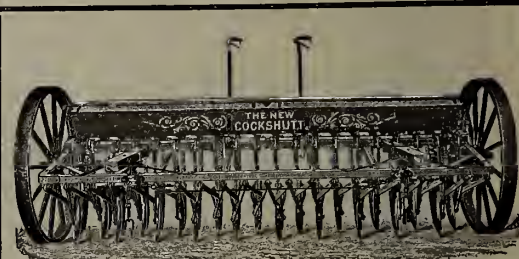
COMBINED PULVERIZER AND SUB-SOIL PACKER



BEAVER GANG



No. 1 DISK HARROW



DRILL



LEVER HARROW

COCKSHUTT PLOW COMPANY, Limited

Branches : **Winnipeg** **Calgary** **Regina** **Saskatoon**
Distributing Warehouses: **Red Deer,** **Lethbridge,** **Edmonton,** **Brandon,** **Portage la Prairie**

CANADIAN FARM IMPLEMENTS

Vol. VII., No. 11

WINNIPEG, CANADA, NOVEMBER, 1911.

SUBSCRIPTION PRICE IN CANADA } Per Year, \$1.00
Per Copy, 10c.

The Wheat Harvest in China

U.S. Consul J. H. Arnold at Amoy contributes a lengthy article to Consular and Trade Reports on conditions in Western China, from which we quote below. The contrast between the primitive methods in vogue in the Orient and harvesting as we know it is remarkable.

The farmers throughout the Wei Basin and in southern Shensi cannot afford to allow their ripened grain to stand long in the fields, as is often done in the valleys of California, for they are in danger of summer rains; moreover, the growers are anxious to plow the ground as soon as possible after the wheat is off, so as to be able to sow the autumn crops, which in this section consist mainly of cotton and kao-liang.

In order to harvest the wheat quickly, laborers from Kansuh Province are hired to cut it. These cross over into Shensi during the harvest season by the thousands, bringing with them a bag of corn meal, a cooking pot, a raw felt coat, which serves as a blanket, and probably a few skins for barter. They receive about 24 cents an acre and are able to earn as much as 10 cents a day. They are obliged to purchase their own food and lodging and furnish their own sickles. They can supplement their bag of corn meal with wheat products, which they may purchase at the eating stalls.

One cent will buy a very large bowl of noodle soup or wheat porridge with one large steamed roll and one sugared doughnut cooked in vegetable oil. They may secure lodgings for one-half a cent a night. They prefer, however, to sleep in the street, thus saving the one-half cent. Their sickles, which have a straight blade about 8 inches long and half an inch wide, are made of native iron beaten out by hand and cost 5 cents each.

At daybreak each morning in the village streets in the districts where harvesting is in progress may be seen hundreds of these Kansuh laborers, engaging their services to the farmers. In cutting grain, cradles

are occasionally used, but probably more than 95 per cent. of it is cut by the sickles or knives.

The farmers utilize the labor of their families, in addition to that of the itinerant cutter, in getting their grain cut, and one may see married women and young men and children assisting in the field. Custom, in this section of the Empire, forbids the unmarried young women to venture outside of their homes.

During the harvesting season the whole country presents a scene of great activity. None of the land is allowed to remain uncultivated. The farms are small and there are no fences or hedges dividing them or closing them off from the roads, so that the scene resembles a large communistic settlement. At dawn hundreds of wheelbarrows and carts laden with cooking utensils and harvesting implements may be seen issuing from the village en route to the fields.

The cooking utensils are deposited in the shade of a tree, and the family repairs to work in the fields. They work from 5.30 until about 8 in the morning, when breakfast is prepared in the shade of a tree. At 9 o'clock work is resumed and continued until 10.30 or 11. At 11 the families return to their homes in the village, where they remain for their noonday meal and siesta, returning again to the fields at about 4 in the afternoon, and work until dusk.

ANTIQUATED METHODS IN VOGUE.

Toward evening the roads are lined with carts, wheelbarrows, and beasts of burden conveying the wheat shocks from the fields to the harvesting floors in the villages. Until dark women and children can be seen in the fields and along the roads gleaning heads of wheat which have become detached from the shocks. The shocks of grain are stacked on threshing floors previously prepared by leveling and rolling a piece of ground about 20 feet in diameter in proximity to the village dwellings.

All of the processes used in sowing and harvesting the

grain are those which one could easily imagine as being in vogue 2000 years ago. Flaying and winnowing the grain seem to be tasks assigned to the women and children in the families, for the men, as soon as they have carted the shocks to the threshing floor, are out plowing and preparing the land for its autumn crop. When the cutting is finished, the itinerant cutters, who have wandered 500 to 600 miles from their homes, move to other fields, gradually working back to their native province in time to participate in the harvest there. They carry back with them products which they can exchange to advantage in the larger cities.

Russian Crop Failure

U.S. Consul General J. H. Snodgrass reports from Moscow that a complete failure in cereals and hay crops exists in the trans-Ural district, that is, in western Siberia and eastern Russia.

Some weeks ago the peasants in these districts began to sell their stock, as they saw no possibility of being able to feed the herds during the coming winter. On account of the expectation of a very limited hay supply, the prices of meat and milk cattle have dropped most incredibly.

Where a milch cow usually sold for \$12.50 to \$18, she now only commands \$5. A four-year-old heifer, pasture fed, now sells for only \$3, while calves are being disposed of at the value of their hides; that is, about 75 cents apiece. The peasants believe that this is only the beginning, and that later on cattle will be killed to be consumed by the owners in order to avoid starvation.

The prices of horses have also declined. In the spring ordinary work horses sold for \$20 to \$25 a team; now they bring only \$8 to \$9. Colts are going at \$1 to \$1.50 a head. All the poultry is being disposed of by the peasants, because they are aware that they will not be able to feed even a chicken during the coming season. It is stated that they receive 1 cent each for spring chickens, a grown fowl or duck costing only 5 to 10 cents each. Formerly such poultry sold at 25 cents a head.

The mere fact that the peasants are getting rid of their live stock at such ruinous figures tells the story of their misfortune, and, while these articles are steadily going down, the prices of cereals and hay rise.

The exceedingly high price of foodstuffs for this usually fruitful country has caused the people to be fearful for the coming cold months. As no industries exist in these districts, the peasants will not be able to earn any money until next year. On account of the high price of hay, which has already risen to 40 cents per pood of 36 pounds, and oats, which are now being sold at 50 cents per pood, the peasants have lost all hope of realizing anything during the winter in the teaming traffic, which is their usual occupation from September to March.

The manufacture of peasant goods is also on the wane, because there is no demand for these goods, and it is therefore believed that the population must obtain outside assistance or aid from the Government.

The newspapers are exhorting the Government to send supplies now to these unfortunate peasants before winter, as later on the food products in other nearby sections will be exhausted, and there will be no possibility of rendering local assistance. The papers have suggested that the exportation of food supplies from these districts be forbidden, and that a fixed price on cereals and other food products be established in order that the possibility of dealers taking advantage of the unfortunate may be obviated. They call attention to the famine years of 1890 and 1891, which are still fresh in the memories of the Russian people, and ask the Government that they be not repeated.

Grasshoppers have appeared in many places, and next year's crops are thus threatened.

The above report presents a striking contrast to conditions in our own prosperous West. We should indeed be thankful that our lines are cast in a land of plenty.

Don't allow your sample lines to stand out in the weather. The farmer will do enough of that after he buys them.

Road Making in Japan.

U.S. Consul Carl F. Deichman, Nagasaki, reports that with the exception of the streets in Nagasaki, the roads in this district, while fairly good for pedestrians and light jinrikishas, are not suitable for heavy traffic and wash considerably in the rainy season. Many of them are rather primitive in character except the principal state or prefectural highways, which have been laid out by Japanese engineers of fair experience in modern road construction, and designed to be used as military highways if the necessity arises. As yet American road engineers cannot get much valuable information from road construction in Japan.

By imperial ordinance the roads of Japan are divided into three classes, namely: State roads (koku do), prefectural roads (ken do), and city, town, or village roads (ri do).

The State roads are such as run from Tokyo to each open port, to the shrines at Ise, to each prefectural office, to army garrisons and naval stations, and such as run between prefectural offices, garrisons and naval stations.

Many of these roads cover the same courses as prefectural roads and in most cases their construction and maintenance are at the expense of prefectural funds. The roads are required to have a width of 42 feet, which includes a roadbed of not less than 24 feet in width and side parkings of not more than 18 feet in combined width.

The prefectural roads are such as connect prefectures and garrisons, or run between the prefectural office and branch offices, between important districts and principal cities or towns, and to and from convenient seaports. They are in nearly all cases constructed and maintained from prefectural funds. In some instances, where they were constructed primarily for military purposes, the cost has been assumed by the Imperial Government. The breadth of these roads is required to be 24 to 30 feet.

City, town and village roads are constructed and maintained at the expense of the inhabitants of their district. Their construction is subject to the approval and supervision of the State and prefectural authorities. There is no fixed breadth prescribed for these roads.

There are no special assessments to provide for road revenues. Expenses are met by appropriations from the general funds of a prefecture, city, town or village. Tolls are collected in a few instances under authorization from the prefec-

tural authorities to towns and villages and individuals where exceptional expenditures have been made, especially on bridges.

ROAD OFFICIALS—AWARDING CONTRACTS—TRAFFIC.

State and prefectural roads are under the charge of the officers of the civil-engineering bureaus of the prefectures. These officers are selected from graduates of the Imperial University and technical schools. The monthly salaries of the university men range from 100 yen (\$49.80) upward. Graduates of the technical schools receive from 30 yen (\$14.94) per month upward. Occasionally these officers are selected from other classes, where special qualifications exist. Supervision of city, town and village roads, is in charge of officers selected by municipal or village assemblies.

Contracts for construction and repair are awarded, after advertisement for bids, to persons who have had not less than two years of practical experience and who pay a specified amount of annual income tax. The contractors are subject to supervision by official engineers.

For leveling and compacting surfaces stone and iron rollers, drawn by laborers, are frequently used, but more often the surface material is smoothed by hoeing and left to be ground down by traffic. Such machinery and tools as are used are generally the property of the contractors for the work.

There do not appear to be any detailed regulations of general application concerning widths of tires, weights of loads and character of traffic. These matters sometimes come under local police direction. Automobiles have not yet received the attention of the authorities, except in the case of a few omnibuses that are inspected, licensed, and restricted in speed to 8 miles an hour within town limits. Bicycles are licensed and subjected to a tax in Nagasaki prefecture of 6 yen (\$2.90) per annum. In some of the prefectures of this district they are exempt from tax.

Neither convict nor pauper labor is employed on roads in this district. Ordinary road laborers receive, on an average, 55 sen (27 cents) per day.

DETAILS OF CONSTRUCTION—STATISTICS.

Of materials available and used in road making, this district affords a great variety. The basis of the island of Kiushu is granite, syenite, diorite, diabase, and related kinds of rock, porphyry appearing comparatively seldom. For long distances granite is the prevailing rock, but it often

forms the foundation for thick strata of schist and sandstone, itself appearing in valleys as boulders and in projections on the coasts or in ridges of mountains. By-products from mines, furnaces, and mills are freely used on roads wherever they are locally available. Stone crushing is done by hand almost entirely.

In the construction of bridges and culverts much improvement has been made in recent years and European methods are largely adopted. On the State and prefectural roads substantial steel, iron, and stone-arched bridges are becoming common sights. On minor highways ancient uncemented stone bridges are still frequent, as are also rough, wooden spans, covered with earth.

No special materials other than water, are being applied to road surfaces to assist in maintaining them or as dust layers. For the reason that nearly all of the roads of this district are macadamized with varying degrees of thoroughness, and that the Telford system, or other form of good foundation, is seldom followed, durability and effectiveness are not prominent features.

Use of Concrete.

Concrete, which is used for so many building purposes to-day, was employed by the Romans centuries ago in the construction of river works, etc. In the middle ages it was used in making fortifications. To-day we have concrete foundations, cellar bottoms, sidewalks, floors in the barn, stables, concrete stairs and steps, concrete water troughs and tanks, cisterns, cesspools, shelves, fences, houses, dams, and many other things.

In preparing concrete, the ingredients, cement, sand, and broken stone, must be thoroughly mixed. The most satisfactory mixture for general work is in the following proportions: One part of cement, five parts of broken rock, and two and one-half parts of good, clean sand which is free from sticks, leaves or rubbish, clay or soil. A mixture with less cement; that is one part of cement, four parts of sand and eight parts of rock will answer for unimportant work, such as in backing for stone masonry or any large foundations.

Mixing concrete: Concrete should be very carefully mixed on a water tight platform or in a shallow box. The sand should first be spread on the platform and on top of this is placed the cement. These are thoroughly mixed until the entire mass of sand and cement is uniform in color. Then a hollow space should be made in the center

of the mass into which, a little at a time, the water is poured; then work the dry material up from the outside toward the center, turning rapidly with shovels, adding a little water now and then until the entire mass reaches the proper consistency; then the broken stone thoroughly wet is added and all well mixed.

When concrete is used to make fence posts, it should be reinforced. This can be done by placing in the post forms before the concrete has been poured in, steel rods or pieces of old barb or bale wire in such a position that they will take the strain. This will prevent the post from breaking when the wire is stretched. Do not use wood for reinforcing concrete.

Do not make the mistake of assuming that if you use five barrels of stone and two barrels of sand and one barrel of cement that you will have eight barrels of concrete mixture, because you will not. The sand and cement fill in the space between the stone so that in reality you will have a little more than five barrels of mixture.

In figuring the cost of concrete work the following can be taken as a basis:

Concrete work for foundations including material and labor per cubic foot from 27 to 30 cents.

Labor for mixing and placing concrete per cubic foot from 10 to 12 cents.

Concrete sidewalks and cellar bottoms four inches thick will cost from \$1.10 to \$1.50 per square yard.

Dreadful Storm.

"The terrors of the deep," remarked the captain of a transatlantic liner, "were perhaps never more thrillingly set forth than in the description by a young lady who last year made a diary, very much like that of Mark Twain, when for seven days he recorded the fact that he 'got up,' washed and went to breakfast."

"There was, however, one important exception. When she crossed the Channel the experience was so trying that she felt impelled to describe it, 'I am firmly resolved to stay on deck,' she wrote, 'although the tempest increased to such a frightful hurricane that it was only with difficulty that I could hold up my parasol!'"

Always give your customers what they ask for. "Just as good" or "the same thing" may make one sale at a large profit, and at the same time lose the confidence and trade of a dissatisfied patron. Don't substitute.

JOHN DEERE PLOW CO

THE FACTORIES

Deere & Co., Moline, Ill.
Steel Plows, Cultivators and Harrows

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Corn Planters, Disc Harrows and Beet Tools

Moline Wagon Co., Moline, Ill.
Farm and Mountain Wagons and Teaming Gears

Marseilles Co., East Moline, Ill.
Shellers, Portable Elevators, Wagon Dumps and Spreaders.

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Steel, Roller Bearing Wagons

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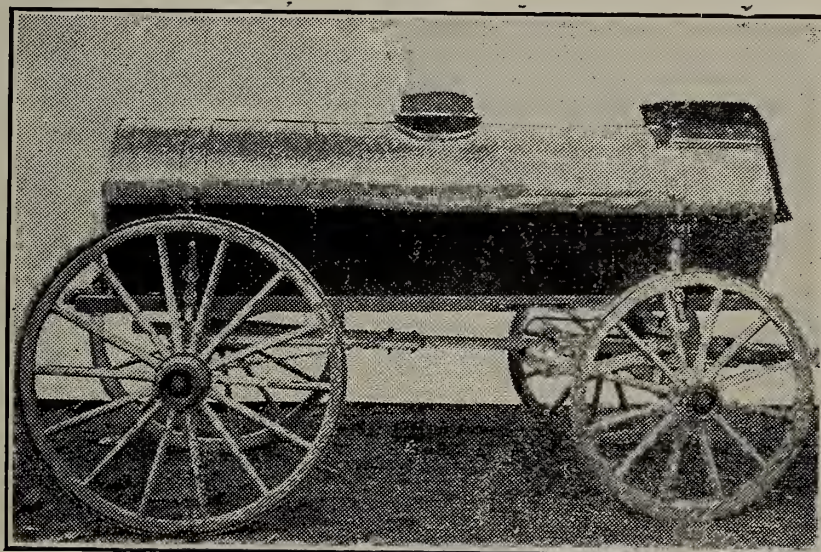


Good Implements have
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**Western
Standard**
Steel Storage and
Wagon Tanks,
for Water, Oil and
Gasoline



Western Standard Oil and Gasoline Wagon Tank—Style B

Steel Tanks are a specialty with us. Our prices are right, and our discounts the most attractive ever offered on this line.

If in the city come and see us or drop a card for Dealers' prices and discounts.

Red River Metal Co.,
51-53 Aikins Street, Winnipeg

THE STANDARD by which OTHERS are JUDGED

is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

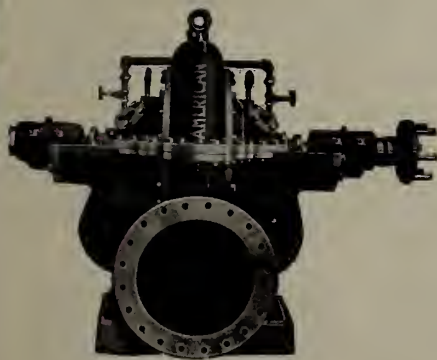
"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type.

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Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



Dairying Industry in New Zealand

(Continued from October Issue.)

TYPES OF EQUIPMENT IN USE.

Most of the pasteurizers now used in New Zealand are of Swedish manufacture. A few American churns, combined churns and butterworkers are in use in New Zealand, but there is much complaint that they are too light and not sufficiently durable. Recently a Canadian company secured specifications as to the exact style, shape, weight, etc., of the apparatus desired here, with a view to supplying the special demands of the New Zealand trade.

The most popular combined churns and butterworkers used in this country are manufactured in Christchurch, New Zealand. The latest improved model has a drum built throughout of best picked kauri timber, thoroughly seasoned. The back of the drum is larger in diameter in order to facilitate draining. All screws are specially tinned. There are sight glass doors at each end of the drum. Drain cocks are usually supplied, but inside shut-off cocks are provided if preferred. The gearing is contained in oil-tight gear boxes with removable covers. The ratchet stop wheels have pawls for holding the churn in any position, and all bearings are bushed with gun metal. Either

positive or friction clutch gears are supplied, and all bearings are lubricated with brass spring grease cups. The belts are shifted with special gear, and funnels are provided for filling the churn either from front or back. These combined churns and workers have a capacity of 750 to 1,600 pounds. The capacity of the drums is 367 to 763 gallons.

The New Zealand Director of Dairy Produce has informed me that American manufacturers of churns and butterworkers are mistaken in considering cheapness the main factor in the manufacture of goods for this market. He explained that the butter factories of this country desire the most efficient and durable apparatus they can get, regardless of what it costs.

AMERICAN GOODS ON MARKET—TARIFF—IMPORTS.

About the only articles of American manufacture used much in the New Zealand dairying industry are Babcock testers, milk bottles and seamless cheese cloth. Within the last five or six years most of the equipment needed has been manufactured locally, with the exception of steam engines, mechanical refrigerating machines, cream separators and pasteurizers. Competition is very keen

among the different firms dealing in dairy machinery, and advantage is taken of all the agricultural shows to advertise and sell goods.

Dairy machinery from Great Britain and other British countries, such as Canada, is admitted free into New Zealand, and so also are separators, coolers, and vacuum pumps from other countries when they are attached to the machine with which they are used. But 10 per cent. ad valorem is charged on other dairy plant from foreign countries. Glassware for dairy purposes comes in free under the heading of "scientific apparatus," most of this being imported from the United States.

The position of different countries with relation to their New Zealand business in dairying appliances and machinery, including separators, is shown by the following statistics of imports of such articles into New Zealand in 1910:

Countries	Under general tariff	Under preferential tariff
Canada	\$ 4,029	\$ 19
Denmark	10,249	6,146
Germany	4,278	311
Sweden	94,679	5,008
United Kingdom.	48,100	847
United States ...	22,887	5,163

By careful attention to the peculiar needs of the New Zealand market and by arranging for efficient representation here, American manufacturers ought to increase their share of the trade.

PACKING BUTTER FOR SHIPMENT—GRADING SYSTEM.

New Zealand butter is usually wrapped and packed in an attractive manner. For retail trade, it is customary to fashion it into brick-shaped 1-pound pats, by means of hand butter printers. These pats are wrapped in vegetable parchment wrappers, lithographed with the names or brands of the makers. When the butter is intended for export or local sale in bulk, it is packed in boxes made of New Zealand white pine. The boxes are lined with two thicknesses of vegetable parchment paper 20 by 30 inches and weighing about 30 pounds to the ream. Each box contains 56 pounds, and an extra one-half pound is allowed for shrinkage. The average content of high-grade New Zealand butter exported is 85 per cent. fat, about 13 per cent. moisture, and about 2½ per cent. of curd, salt and ash. The maximum amount of moisture in butter is fixed by law at 16 per cent. and manufacturers attempting to export butter exceeding this limit are liable to prosecution. The dairying industry in New Zealand is subject to considerable government control, and it ap-

Let Competitors and Peddlers Do The Sweating

Don't let a customer say to you "Why, I can go down the street or patronize a peddler and get a cream separator like yours for less money." Any dealer who must listen to that sort of talk has simply "got in wrong", that's all. He handles a machine so nearly like the one on his competitor's floor, and so similar to the one offered by peddlers, that he has to look at the name plate to tell them apart. A machine like that adds nothing to his prestige.

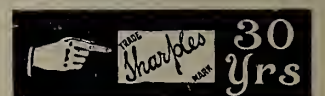
Let your competitors and the peddlers do the sweating. Let them worry along, as they must, with machines about as alike as peas in a pod. There is something better for you. You can handle something entirely different from and vastly superior to all others—a machine full of individuality which will add to your prestige, compliment your judgment in the eyes of your customers and put you above competition. That machine is the



SHARPLES Tubular Cream Separator

Built on a patented principle—the only known method for overcoming the many parts and faults of others. Can't be imitated. Can't be paralleled. Wears a lifetime. Guaranteed forever by the oldest separator concern on this continent. In world wide use for years. So popular that it is rapidly replacing all others.

No wonder that keen-witted, far-sighted, long-headed dealers, able to command their choice, all handle Tubulars. You belong with them—so come in. Dealers only. Strong advertising all the time. Write for particulars or request that a traveler call.



The Sharples Separator Co.

Toronto, Ont.

Winnipeg, Man.

pears to have been the first country to establish a compulsory system of grading for export. This system, after considerable opposition, has just been introduced into Australia. Its main feature is the declaration of certain ports as grading ports, at each of which there is a government cool store in charge of an official grader. All butter intended for export must pass through these stores, where it is graded, marked, and frozen prior to shipment. Cheese is also graded and marked at port, but not being carried at actual freezing temperatures it is with certain exceptions not received in cool store.

CLASSIFICATION AND REGISTRATION OF FACTORIES.

There is also a system of classification and registration of all dairies manufacturing butter or cheese for export. Premises where gathered butter is blended and packed for export are also registered under the name of packing houses. Manufacturing dairies are classified on a basis of the number of cows from which the milk supply is drawn. A supply from 50 cows entitles the owner to what is termed a creamery registration in the case of butter, or of factory registration for cheese. Below 50 cows only dairy registrations are granted. Packing-house goods are kept quite distinct as milled butter, and to distinguish these plainly from creamery butter the packages must be branded in red. Registered brands are issued corresponding with the classification, and these must appear on every package of produce leaving each respective dairy.

By the classification of dairies the product of up-to-date factories with superior facilities for turning out a high-class uniform article is protected from misrepresentation of poorer goods. The registered number appearing on each package also affords a means of ready identification for grading and other purposes. Butter intended for export to the United Kingdom must be forwarded to the cool stores not less than four days before the sailing of the boat, or 24 hours if for shipment to Australia or other markets. Cheese intended for shipment must arrive at port at least 24 hours before sailing of boat. It is graded in the railway wagons, wharf sheds, or other temporary storage places. When butter is not intended for early shipment the date of grading is stamped on each package.

GOVERNMENT ASSISTANCE— EFFECT OF RECENT DROUGHT.

The Department of Agriculture of New Zealand has seven dairy instructors working among the farmers and dairy factories throughout the country, who make any suggestions or criticisms that seem necessary, and also report to local authorities

when insanitary conditions are noticed. The Government also gives assistance to dairying, by granting advances to dairy companies, for the purposes of acquiring land, erecting buildings, and procuring machinery. Loans are repayable by half-yearly installments within 15 years and bear interest at the rate of 5 per cent. per annum.

The value of the dairy industry is indicated by the export trade statistics. In 1910 the value of butter and cheese exported was \$14,615,711, as against \$13,339,582 in 1909, an increase of \$1,276,129. The export trade this year is showing a decline, owing to poor pasturage on account of a severe drought. Usually climatic conditions are very favorable, grass growing all the year and very little protection being needed for stock. It is very seldom that droughts occur as they did recently, and there are not often

such hot temperatures and annoying insects for the cows to contend with as in Australia. There are constant improvements in the local breeds of dairy cattle.

EFFORT TO EXTEND EXPORT TRADE.

At the recent opening of the Auckland Agricultural and Pastoral Show, the minister for agriculture made an interesting comment as follows:

"The question of putting the sale of New Zealand butter on a firm foundation in the United Kingdom is receiving the attention of the Government, which is sending to England a representative to attend to the subject. Our butter is at present doing very well, but the outlook for cheese is even more promising. At present our only competitor in Cheddar cheese is Canada."

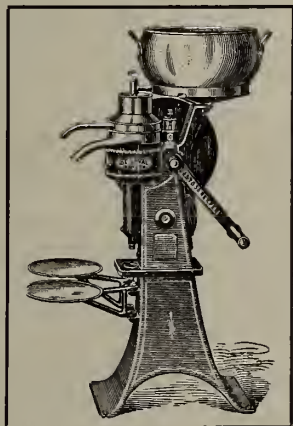
There is some hope in New Zealand that eventually the United States may offer a market

for its butter and cheese. At present the use of a small amount of preservatives in the butter and cheese intended for export has prevented such products from conforming to the pure-food act of the United States. With increasing pasteurization, however, it is not considered necessary to use preservatives for the long transit required, and it is possible that in the future, when prices in the United States are sufficiently high to overcome the present tariff, New Zealand butter and cheese may become an article of export to that country. At present the United Kingdom is the market on which almost entire dependence is placed.

Handle only a good gasoline engine. There are just two kinds—good and bad.

The man who is satisfied with what comes to him unsolicited answers few knocks at the door.

The De Laval Contract Is a Business Builder



A live dealer can sell even an inferior separator for awhile. It is a fact, though, that the more of this kind he sells the worse off he is in the end. The complaints arrive faster than he can take care of them and the time and annoyance incidental to an endeavour to satisfy his customers is worth more than the sales profit, while at the same time a prejudice against his whole line is apt to develop in the community.

DE LAVAL SEPARATORS ALWAYS SATISFY. They do all that is possible to claim for a Cream Separator and are backed up by the unceasing interest of the manufacturers in both dealer and user, coupled with a strong line of advertising.

We want the best dealer in every town, and agency applications will receive prompt attention.

THE DE LAVAL SEPARATOR CO.

14-16 Princess Street, WINNIPEG, Canada.

New Source of Gasoline

The production of automobiles on this continent has made such stupendous strides as to astonish even those who a few years ago anticipated the growth of the industry to great proportions. The announcements for 1912 are astonishing, one U.S. firm alone promising a production of 50,000 machines in that year.

While we are thinking of the many millions of dollars annually changing hands, due to this great improvement in locomotion; of the incalculable aid the machine is to business and the great enjoyment it affords to those in almost every walk of life; of the employment it gives to tens of thousands of individuals in the making, selling and operating of these fast flyers of the road, we are encouraged as to its future by the prospects held out in many directions of more ways of producing the rubber necessary for its tires than were contemplated when the growth of its manufacture and use first commenced to attract attention and wonder. It is interesting to note how many sources for the production of rubber have been discovered within a year past; too many to refer to in a brief thought.

There has long been a question as to the supply of gasoline with which to run the motors of

boats, automobiles and air craft; as to how long the earth will continue to supply the basis of this power. Now we have it that gasoline may be produced from natural gas as well as from crude oil. A pumper on a Pennsylvania gas line noticed that the fluid blown out was a high grade of gasoline. This was in winter time. Chemists followed up this discovery and found that natural gas under a very low temperature would give out a high grade of gasoline, better than distilled in the ordinary process of refining from the oil. In Oklahoma, for instance, a company with a great capital has been formed to thus utilize waste gas in production of gasoline for power purposes.

When we recall that gasoline from oil is used about as fast as it is produced, we can readily understand the value to the world of this method of producing it from waste natural gas. Those who produce for us our statistics of various productions tell us that in the year 1910 the United States brought to the markets of the world 213,000,000 barrels of oil out of the earth, or about 600,000 barrels per day. Add to this the enormous production of countries of Eastern Europe and of Asia—not so large as our own to be

sure—and consider that this output appears to find ready market, and we may well congratulate the world of swift locomotion that there is to be an additional supply from gas that might otherwise be wasted.—Spokesman.

Bright Outlook in Yorkton District

W. D. Dunlop, of W. D. Dunlop & Co., implement and vehicle dealers at Yorkton, Sask., writes as follows on conditions in that territory.

"I am pleased to say that the outlook has never been brighter in the history of the country. Although we may have had heavier crops in former years, yet I doubt if we have ever had a better average crop throughout. While some of the late crops have been damaged by frost, and possibly some of our other grain a little discolored by the rains, yet prices will more than compensate for any loss we may sustain from these causes.

I believe I am safe in saying that this crop will bring in more actual cash to the farmers of this district than any crop for years back. Of course there are always local conditions affecting individual farmers, such as loss by hail, and other causes which cannot be taken into consideration, but I wish to emphasize my belief that this will be one of the best crops we have ever had in the district.

Learning Bird Flight.

"There is no secret about this new machine," said Wilbur Wright recently, speaking of a motorless aeroplane, which he and his brothers Orville and Lorin were experimenting with among the sand dunes along Albemarle Sound. "It is simply a development of all that we have learned by study of flying. Anybody who has seen the buzzard or the albatross fly knows that there is a method by which man may sustain himself in the air once he gets there. What a bird can do, a man can do, as Darius Green said. Of that there is not the slightest doubt. The only difficulty is that nature provided the bird with the means to stay in the air with no visible muscular exertion, while man has got to study it all out.

"It may take years to accomplish this result. Perhaps we are all wrong in believing that we have solved the problem. We will not know until we have given a practical test to our ideas. That is what my brothers have gone to North Carolina for. The world will know the result almost as soon as we will. There seems to be great curiosity about whether we expect to

use a motor or not. Well, at the start we don't expect to use one. The problem is to find out whether, once we are in the air, we can stay there for an indefinite period. Birds can do it. Why cannot man? At the same time it must be remembered that birds cannot rise from the ground without exertion. They keep their wings flapping until they reach a certain height. Then they stop working and sail along without further effort. If we can start a machine from a great height, maybe we can keep it in the air without a motor for an indefinite period. But if we have to start from the ground, we will have to have some power to get us up. Once up, we can shut off the power and stay up as long as we like—that is if our machine proves successful.

"Whether we use a biplane or a monoplane really makes no difference, but I will say that in the experiments we are about to start we will use a machine of the biplane type. A biplane enables you to take advantage of the slow currents. We are doing in these experiments what we did with our original machine—trying to work out the scientific side. The practical, material side will take care of itself. It may take years for man to fly like the birds fly, but there isn't the slightest doubt in the world that ultimately he will achieve it."

Winnipeg's Power Plant.

Water was turned on at the big civic power plant early last month and current was transmitted over the line. It will take some time to get the plant in thoroughly reliable working order, but the civic light and power department is confident of delivering its goods by the first of the year, certainly, and probably much before that. The plant is by far the biggest in the West, except that of the Winnipeg Electric Street Railway, and Winnipeg is bound to be an even more inviting field for new people and industries than heretofore.

At the moment of writing about 10,000 horsepower is being used in the city, chiefly for lighting purposes. Contracts for power are being signed up daily by manufacturers, and it would seem that the city's ambition to attract manufacturing industries bids fair to be realized. Cheap power, cheap light, and excellent transportation facilities are what our city has to offer to those wishing to exploit the great Western market.

"When I compare the two or three creditors that I have, with the millions and millions of people to whom I owe nothing, I wonder why in the world those fellows make such a confounded fuss about it."—Bill Nye.

Townsley's Lightning Arrester System

WE ARE here to stay and after business harder than ever.

For the coming season we will have an additional grade of copper cable which we can sell at a greatly reduced price. Our agents will thus be in a position to meet any competition.

Get in line now. We want dealers in all unallotted territory. This is a money-maker.

Canadian Lightning Arrester and Electric Co., Ltd.

199 Main St.

Winnipeg, Man

Watch for This Big Message of Profits

MARK the day you receive this big *Dealers' Opportunity* folder. It brings you to a turning point of your business life—the starting of a *new era* of greater profits than ever before.

You will be *vital*ly interested in the facts and figures presented to you—about Rumely Quality, Rumely Organization, Rumely Advertising and Rumely Co-Operation—all of which have a *direct* bearing on *your* business—your *profits*. The



—for farms of 160 acres up—at prices from \$2200 up—offers you unlimited opportunities for the *big* share of the tractor business of your locality.

The whole story is in the folder. Watch for it. You should receive it during the week of September 26. If not, be sure to write us.

Never before has such a remarkable offer been made to the reputable dealers of America.

Rumely quality is proved up every day on thousands of farms, in the hands of farmers everywhere.

Rumely advertising, in most of the leading farm publications of the United States and Canada, is creating wide interest and a big dealer-demand—paving the way for easy sales and many of them.

M. RUMELY COMPANY, Regina, Saskatchewan.

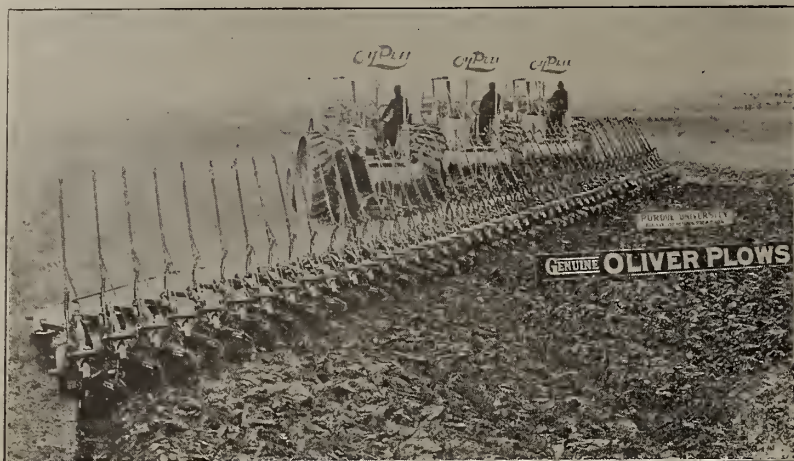


Rumely organization—extending from ocean to ocean, from Gulf to Alaska, offers a *service* unequalled. We send a man to teach every *Oil Pull* buyer to run and care for his tractor. This *service* is free to dealers and customers.

Rumely co-operation combines the selling power of the Home Office with the *dealer* and our *advertising*. Working together—perfect *team work* is bound to win out.

But the whole story is in the big folder—with *other* vital profit-facts. Wait and watch for it. If it doesn't come—write us *sure*. We want every live dealer to have the information it contains.





Plowing with a 50-bottom Gang.

Broke the Plowing Record.

The world's plowing record was eclipsed at Purdue University, Indiana, U.S., on Saturday, October 14th, when three Oilpull traction engines hitched to one unit of 50 plows turned a stubble field at the rate of one acre every 4 minutes and 15 seconds.

Fifty years ago a farmer with his team of oxen toiled from dawn to sunset to break an acre of ground. Often one man was required to drive the team while another held the clumsy plow, walking more than ten miles to each acre. To-day, through the development of modern machinery, it is possible in traveling the same number of miles to plow 70 acres, and in the same period of time to turn almost a quarter section.

This monster machine of fifty 14-inch plows in a single unit, pulled by three powerful engines, cut a strip 58 feet, 4 inches wide, and required only four men to operate it. The former world's record was made during the 1909 motor contest at Brandon, Manitoba, by B. G. Baker, Canadian manager for the M. Rumely

Company, with a 25 horse power Rumely steam engine and a 14 bottom plow, cutting 16 feet, 4 inches in width. Running the engine without a governor belt, he speeded it up to 3.99 miles per hour, and plowed an acre in 7 minutes 35 seconds.

The story of how this wonderful plowing demonstration came about is interesting. Purdue University is called upon almost constantly to give advice regarding the modern and up-to-date methods of tilling the soil. Its authority is recognized from coast to coast, and it seemed necessary that personal observation and experimentation be made by the faculty in order to give the best possible instruction to their student body. So Joseph D. Oliver, of the Oliver Chilled Plow Works, one of the trustees of Purdue, and Dr. W. B. Stone, president of Purdue University, took the initiative in making arrangements and carrying out this remarkable demonstration.

Seven car loads of machinery were shipped from Laporte and South Bend, totaling in value nearly \$12,000.00. The Oilpull tractors were unloaded under

their own power ready for action. Section after section of the mammoth plow was hauled into place, until the entire outfit was in position for work.

A few seconds after the word was given to "Go ahead," W. L. Paul, the designer of the big 50-bottom sectional plow, to whom a large measure of credit for this amazing demonstration is due, had dropped 45 of the 50 bottoms in exact line across the end, and the three tractors, each built to pull 8 to 12 inch bottoms, were driving perfectly straight across a 20 acre field, handling their load with apparent ease. Mr. Paul dropped one after another of the five remaining bottoms into the ground until the entire lot of 50 were working.

Think what an outfit of this sort will accomplish when turned loose in an open prairie. Allowing for no delays, it will turn over one acre every four minutes and fifteen seconds, seven acres with every mile of travel, 14 acres every hour, and working 24 hours per day, six days in a week, it will plow 2,000 acres. During the 26 weeks of the year, resting on Sundays and working the other six days, it will bring a vast estate of 52,000 acres under the plow in a single season. Three engineers and one plowman can handle the immense rig. It would take 50 men and 100 horses to keep up with this record, and they could stand the strain for only ten hours.

How limited is the power possibility of the horse! One acre per day and only ten hours of work is his average. Each year he consumes the entire product of one out of every five acres he helps to cultivate. His up-keep is almost as much during the idle periods as when working full capacity, and his average life of usefulness is only ten years. He costs \$150.00 to raise, \$200.00 to buy, \$100.00 per year to keep, and is worth \$2.50 for his hide and \$1.00 for his carcass when he is dead. Small wonder that the agriculturalist is bound to meager profits and much labor when his only source of power is the horse.

Think what a mechanical power in plowing means to the human race in the way of cheaper bread. These Oilpull engines were operated on a low grade of kerosene distillate, costing but 4 cents per gallon. The three engines consumed a total of but 22 gallons per hour, reducing the fuel cost to less than 6½ cents per acre. To do work equal to the capacity of this monster contrivance 100 men, 200 horses and 50 plows would be required; an investment in equipment and power of nearly \$50,000.00, a payroll of \$150.00 per day, and a cost for

board and feed of \$125.00 per day.

The biggest moldboard plow heretofore built in this country was probably a special 16-bottom, flexible frame Reeves plow, made for light soil. The small Stockton gangs, built by the Holt Company, have been chained together in combinations of 30 to 40 units behind their big engines in California. The Fullers in England are also reported to have drawn 20 regular moldboard bottoms by means of their cable system some 20 years ago. None of these, however, begin to compare with the colossal affair pieced together by the Oliver Company and pulled by the three Oilpull engines.

At first thought it would seem that this mammoth gang plow could be of practical service only on ground absolutely level, but the demonstration proved that the plow readily adapts itself to uneven ground. Each of the 50 bottoms was independent of the others, rising and falling as easily and naturally as a wooden chip on the surface of rough water. The frame itself was jointed every six feet to meet the longer undulations of the ground, and thus keep the plow beams in their proper positions relative to the ground surface. Then five bottom sections were yoked together by the ordinary Oliver method, just like so many parts of a sectional bookcase, and they formed a complete symmetrical plow.

Professor W. M. Nye, head of the Farm Mechanical Department at Purdue, said: "At least four years ago I predicted that this sort of thing would come into use on many Indiana farms. One great objection has been that fields were too small. The manoeuvring of this battery of immense engines and 50 plows in one 20 acre field is a denial of that objection, and proof positive that the small type 'F' Oilpull, hauling five 14 inch Oliver plows is entirely practicable in Indiana." President Stone, of Purdue University, after observing the results of the demonstration, exclaimed: "I am glad I have lived long enough to see this. Farmer after farmer has objected that these great engines would mash the life out of the soil. I wish some of them could be here and see how wrong they are. There is no reason why power farming is not practicable."

Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line.

Get away from the desk—get out the chair tilting class. Opportunities are in perpetual motion. Get after them.

Don't be satisfied with the business that you have—get more.

STEEL SOCKET SHAFT ENDS

For Repairing Broken Buggy and Surrey Shafts.
QUICK. INEXPENSIVE. RELIABLE.

The Splice Joint Steel Socket Shaft End offers the easiest and most satisfactory method for repairing broken buggy and surrey shafts.

They are made of a double re-enforced steel tube, the inner tube being pressed and crimped into the outer. A beveled hickory filler is inserted after the tube has been thoroughly enameled inside and outside.

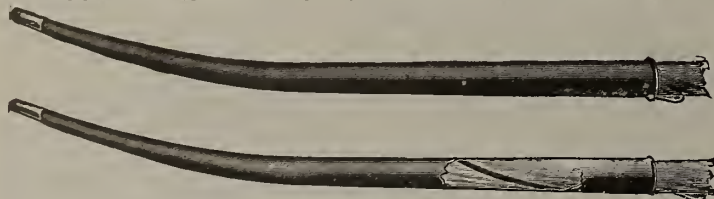
The black enamel finish resembles patent leather and as the tube is nickel tipped it makes a neat as well as a substantial repair job. The Splice Joint where the woods meet adds great strength, guarantees against breaking where repaired, and prevents the shaft end working loose and rattling.

These shaft ends are made in two sizes: Buggy 29-inches long, Surrey 29-inches long.

We can also furnish Pole-Ends of the same general construction in three sizes, size A 1½-in., B 1¼-in., C 2-in.

Our Shaft Ends are the only reliable type and are fully covered by patents.

Handled by all leading jobbers. If your jobber does not have them write us.



CUT SHOWING SPLICE JOINT.

Shipments made from our Branch Factory at WINDSOR, ONTARIO.
Address all correspondence to—

STEEL SOCKET SHAFT END CO.,
CLEVELAND, O., U.S.A.

DUNHAM'S

Canadian Soil Packer

*Makes Sales for Dealers
and Money for
Farmers*



Break up the lumps, pulverize the top soil, pack the sub-soil, smooth off the field and leave a perfect foundation for an even-growing Crop.

- The Dunham is the only Packer having Weight Boxes.
- The Dunham is the only Packer having a Steel Frame.
- The Dunham is the Packer having dust proof Bearings.
- The Dunham can be used with Horses or Traction Engines, see cut, showing how poles may be put together for attaching to engine.
- The Dunham is Light-Draft.
- The Dunham DOES what others CLAIM to do.
- The Dunham is the BEST KNOWN Packer in the World.
- The Dunham is made in 3 sizes—16, 22, and 24 wheels.

Write us for particulars if you want a good Agency

Dunham has over 300 sizes and styles of Land Rollers, Surface and Sub-Surface Packers, Lawn, Golf and Road Rollers.

The American Seeding Machine Co., Inc.
WINNIPEG, Man. Dept. 1



A TRACTOR FOR BIG FARMS

No doubt you sell to farmers who cultivate large tracts. There's good profit in handling a Hart-Parr Tractor. It makes friends for your business. It holds customers. Complaints are few and far between. No matter where we send them—to Argentina, to Dakota, to Canada, to the Philippines, they fight their own battles because so well constructed, so severely tested, so thoroughly examined before leaving our hands.

The 45 B. H. P. Tractor

equals pulling power of 22 to 25 horses; the 30 B. H. P. Tractor does the work of 15 to 18 horses.

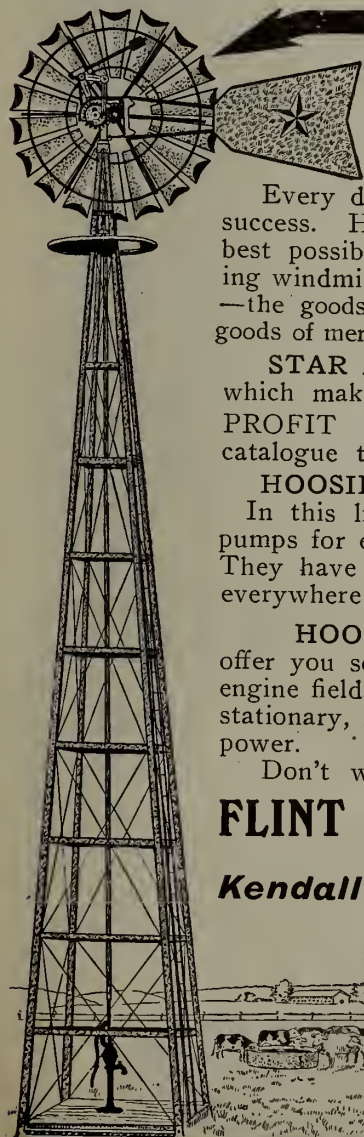
The farmer can plow, harrow, drill, harvest, thresh, haul wagon trains; grade roads, run any kind of mill. He can earn good money working for neighbors.

Our Liberal Agents Proposition—Write for it. We will send catalog and complete details.

HART-PARR COMPANY

36 Main St, Portage La Prairie, Manitoba
or Saskatoon, Saskatchewan.

104



STAR WINDMILLS

Every dealer should be interested in his own success. He should get out of his business the best possible returns. This can be done by selling windmills and water supply goods of merit—the goods with a world wide reputation. The goods of merit and reputation are the

STAR AND HOOSIER PRODUCTS which make friends, hold customers, and are **PROFIT MAKERS** for the **DEALERS**. Our catalogue tells you why—please send for it.

HOOSIER AND FAST MAIL PUMPS

In this line you have iron lift and force pumps for every purpose and for all conditions. They have become the recognized standards everywhere as they always make good.

HOOSIER GASOLINE ENGINES

offer you something real good in the gasoline engine field. Vertical or horizontal, portable or stationary, in sizes ranging from 1½ to 15 horse-power.

Don't wait but write at once for the agency.

FLINT & WALLING MFG. CO.,

675 Oak Street
Kendallville, Indiana, U.S.A.



**Hoosier
Galvanized
Steel Tanks**

Feed Cutters and Saw Frames

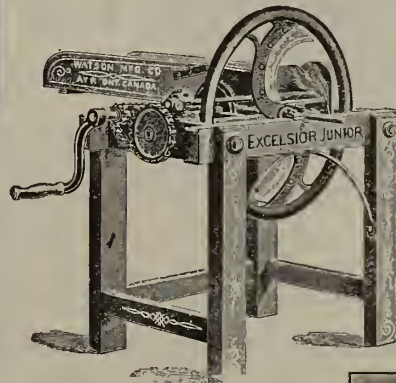
ARE SEASONABLE

*You miss a source of PROFIT
if you don't sell*

WATSON'S FEED CUTTERS

For Hand, Horse, Gas or Steam Power

Will cut hay, straw and corn perfectly and are supplied in seven styles and sizes, with capacity for cutting feed for from two head to the largest stock ranch in the West. With power blowers, will blow to any part of the barn into stall directly in front of stock. They are immense labor-saving machines.



WATSON'S POLE AND CORDWOOD SAWS

OUR POLE SAWS have heavy steel shafts and boxes, solid fly-wheel and three pulleys. Strongly braced frame.

Cordwood Saw is specially designed, with ratchet pulley, furnished regularly with 26 inch saw.

**EASIEST TO OPERATE, SAFEST
TO HANDLE, AND STRONGEST
SAW FRAME OFFERED THE
TRADE**

Send for Prices and Terms

**"NO ONE CAN GIVE YOU
A BETTER DEAL."**



WATSON'S POLE SAW

John Watson Mfg. Co.

WINNIPEG

Scientific Farming in Nigeria.

LONDON TIMES.

This is a people of agriculturists. The ground must be cleared and hoed and the sowing of the staple crops concluded before the early rains in May, which will cover the land with a sheet of tender green shoots of guinea corn and maize and millet and, more rarely, wheat. When these crops have ripened, the heads of the grain will be cut off, the bulk of them either marketed or stored—spread out upon the thatch-roofed houses to dry, sometimes piled up in a huge circle upon a cleared dry space—in granaries of clay or thatch, according to the local idea; others set aside for the next year's seeds.

With the harvesting, the secondary crops come in for attention—cassava and cotton, indigo and sugar cane, sweet potatoes and tobacco, onions and groundnuts, beans and pepper, yams and rice, according to the locality and suitability of the soil. The farmers of a moist district will concentrate on the sugar cane—its silvery, tufted, feathery crowns waving in the breeze are always a delight—of a dry, on groundnuts; those enjoying a rich loam on cotton, and so on. While the staple crops

represent the imperious necessity of life food, the profits from the secondary crops are expended in the purchase of clothing, salt, and tools, the payment of taxes, the entertainment of friends and chance acquaintances (a generous hospitality characterizes this patriarchal society), and the purchase of luxuries, kolas, tobacco, and ornaments for wives and children.

It is a revelation to see the cotton fields, the plants in raised rows three feet apart, the land having in many cases been previously enriched by a catch crop of beans, whose withering stems (where not removed for fodder, or hoed in as manure) are observable between the healthy shrubs, often four and five feet in height, thickly covered with yellow flowers or snowy balls of white bursting from the split pod. The fields themselves are protected from incursions of sheep and goats by tall, neat fencing of guinea corn-stalks, or reeds, kept in place by native rope of uncommon strength. Many cassava fields, the root of which furnishes an invaluable diet, being one of the staples of the more southerly regions, are similarly fenced.

Equally astonishing are the irrigated farms which you meet with on the banks of the water-courses. The plots are marked out with the mathematical precision of squares on a chess-board, divided by ridges with frequent gaps, permitting of a free influx of water from the central channel, at the opening of which, fixed in a raised platform, a long pole with a calabash tied on the end of it is lowered into the water and its contents afterwards poured into the trench. Conditions differ, of course, according to locality, and the technique and industry displayed by the farmers of one district vary a good deal from the next. In the northern part of Zaria and in Kano the science of agriculture has attained remarkable development.

There is little we can teach the Kano farmer. There is much that we can learn from him. Rotation of crops and green manuring are thoroughly understood, and I have frequently noticed in the neighborhood of some village small heaps of ashes and dry animal manure deposited at intervals along the crest of cultivated ridges, which the rains will presently wash into the waiting earth. In fact, every scrap of fertilizing substance is husbanded by this expert and industrious agricultural people.

Instead of wasting money with the deluded notion of "teaching modern methods" to the Northern Nigerian farmer, we should be better employed in endeavoring to find an answer to the puzzling question of how is it that land which for centuries has been yielding enormous crops of grain, which in the spring is one carpet of green and in November one huge corn-field "white unto harvest," can continue doing so. What is wanted is an expert agriculturist who will start out not to teach but to learn, who will study for a period of, say, five years the highly complicated and scientific methods of native agriculture.

Surveying in the Arctic.

J. D. Craig, chief of the Canadian boundary survey, recently arrived in Vancouver, and reported that the past few months have been devoted to running a line along the 141st meridian from Mount St. Elias to the Arctic Ocean. This line is the boundary between northern parts of the United States and Canada. The party started this year at the Arctic circle, and completed the line to within thirty miles of the Arctic Ocean. The work consists of cutting a vista twenty feet wide through the dense timber, putting up bronze monuments at an average distance of three miles apart, and mapping the country.

The expedition consisted of ninety men and two hundred horses. Canadian surveyors composed about half of the joint party. The survey of the boundary between the northern possessions of the United States and Canada is costing the two governments jointly about \$2,000,000. The work has been going on for the past fourteen years, but will be completed probably next year.

Work on the 141st meridian has been under way for the past five years. With the extension of the line from Davidson's Mountains, where it was left this year, to the Arctic Ocean, the entire survey will have been completed. The Davidson Mountains are about 8,000 feet high, and are very rugged and inaccessible.

Picked Men for the West.

To promote immigration of Scottish and English farmers to the Canadian Northwest, the Duke of Sutherland is inaugurating an interesting and practical experiment. The scheme is analogous to the C.P.R. plan of offering prepared farms to men with a little capital, who will take hold of the enterprise as a going concern.

HORSE BLANKETS

We have a good stock of heavy Jute and Duck Blankets in 6½ and 7 ft. lengths at our WINNIPEG WAREHOUSE READY FOR IMMEDIATE SHIPMENT

Let us have your sorting orders

Our travellers are now out with a most attractive range of samples for next season, and we give you our assurance that it will be to your interest to see them before placing your orders. A post card will bring the complete line to you for inspection. Do not forget that we also make the largest range of all kinds of HEAVY and LIGHT HARNESS, and will be pleased to mail you our catalogue. : : :

HENEY CARRIAGE & HARNESS Co. Ltd.
MONTREAL, P. Q. WINNIPEG, Can.

The Right Building Material for Houses, Barns, Implement Sheds

Whether you are building an implement shed, a granary or a house or barn, the most **ECONOMICAL** and **DURABLE** building material is "Metallic."

For Barns: Corrugated Steel Siding and "Eastlake" Metallic Shingles make a barn absolutely fire, lightning and weatherproof.

For Houses: Metallic Rock Faced Stone or Brick Siding will give your house the appearance of a stone or brick dwelling. It is easily and cheaply applied and very durable. "A 25-year actual test" has proven "Eastlake" Shingles the best roofing.

All about the permanent roof you want is told in our artistic free booklet, "Eastlake Metallic Shingles." Write for it now."

PHONE GARRY 1450.

MANUFACTURERS

1714

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

A tract of land comprising 2,500 acres has been secured in southern Alberta, near Clyde, on the line of the C.P.R. This land has been divided into twelve farms and is ready for occupancy. A manager is already in charge. Picked farmers from the Duke's estate in Scotland will be placed on each of these farms next spring with a view of eventually becoming proprietors. In anticipation of a large settlement in the vicinity the Canadian Northern is already extending its line to the place.

The second part of the immigration scheme is represented by 1,500 acres of land near Edmonton, to which laborers will be sent from Scotland. Farm laborers to start with, these men will be trained as farmers, capable of starting out in a few years for themselves. The wages they receive will probably be double what is paid them in Scotland, and it is hoped that in time they will select homesteads for themselves and have sufficient from their savings to start well.

Besides certain members of provincial cabinets, who will assist in their official capacity, the following are mentioned as being among the personnel of the syndicate: Sir William Whyte and Mr. Sandford Evans, Winnipeg; Sir Henry Pellatt and (probably) Sir William Mackenzie and Sir Edmund Walker, Toronto. Certain British Columbia men are also mentioned, including Hon. F. L. Carter-Cotton.

An Old Wheat Stack.

What may probably claim to be the oldest wheat stack in the world may be seen in a farmyard at Aisby, South Lincolnshire, England. It has been standing there for 32 years this harvest. The reason it has never been threshed is not definitely known, but local tradition has it that the owner once made a vow not to sell the grain under a certain price, which it never attained. Outside the stack is black with age, but inside both straw and wheat are of natural color, and the grain is in splendid condition. The owner is dead and now the stack will be sold.

Your Watch a Compass

Hunters need never get lost if they have a watch and the sun is shining. Every watch is a compass, although few people are aware of it. Stanley, the explorer, did not know it until he had groped his way through the dark continent and met a Belgian sailor on the coast. If you point the hour hand to the sun the south is exactly half way between the hour and the figure XII on the dial. Suppose, for

instance, it is four o'clock. Point the hand indicating four to the sun and the XI on the watch is exactly south. If it is eight o'clock point the hand indicating eight to the sun and the figure X on the dial is due south. It is necessary that the watch, for the above use, should show approximately suntime; that is to say, 12 noon by the watch ought to be the moment when the sun reaches its highest altitude. On this continent, however, five standards of time are in use: Pacific, mountain, central, eastern, and Atlantic, and between any of these meridians a watch shows an error depending in amount on the distance west of the meridian.

When the bill collector comes in at the door the dead beat hikes for the cellar.

You can't bet on the sincerity of a man's enthusiasm unless he is financially interested.

The "Flour City" Tractor

Built in three
sizes, viz., 20,
30 and 40 h.p.



A Tractor suitable for the smallest as well as the largest farms. The dealer who handles the "FLOUR CITY" is enabled to cover the entire field with our 20, 30 and 40 h.p. All three of these engines have been in the Winnipeg Contest and all have won GOLD MEDALS.

The "FLOUR CITY" Tractors are equipped with four-cylinder, vertical engine and the High Drive wheels, the type that won in every class in the contest. No further comment is necessary. Write for our Agency proposition.

KINNARD-HAINES CO., 830 44th Ave. N., Minneapolis, Minn.

ONTARIO WIND ENGINE & PUMP CO., LTD.
Toronto Winnipeg Calgary Dominion Agents.

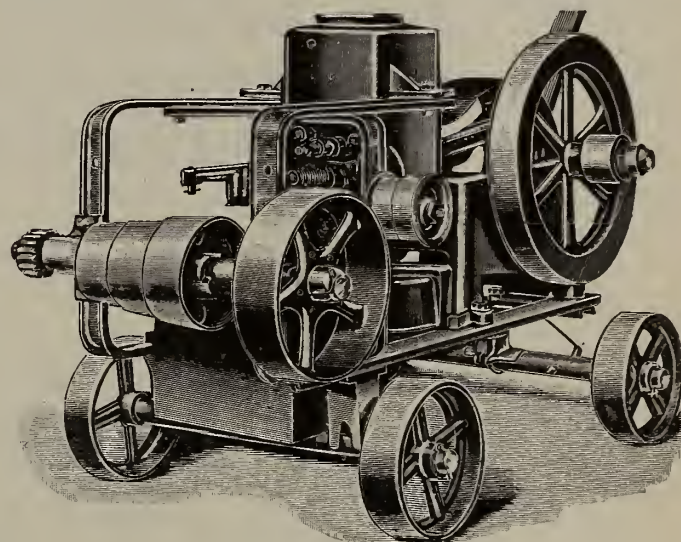
The New Sixty Speed Engine

A COMPLETE POWER PLANT

mounted on an all-steel truck, fitted with line shaft and five interchangeable pulleys and a belt tightener. By changing the pulley sixty different speeds can be secured. Also equipped with the latest type of pump jack fitted on the line shaft which can be attached or taken off in one minute.

The engine can then be used

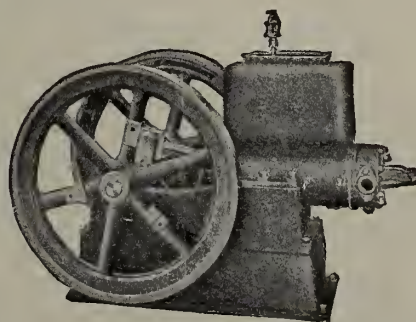
for other work. We guarantee every engine to exceed its rated H.P.; give a further guarantee against breakages or wearing out or not running right. Made in 1½ and 3 H.P.



"Sixty-Speed" Engine

This cut shows the latest type of style "G" hopper cooled engine made in 3½, 4, 5, 6, 8, 10, 12, 14, 16, 23 and 27 H.P. This is absolutely the strongest and most simple engine made, combining maximum strength with minimum weight; easily understood and operated—fully guaranteed.

We also have the famous air-cooled Gilson Engine in 1, 1½, 2½ and 5 H.P.



Style "G"

We have a complete line of Grain Grinders, Wood Saws and Pump Jacks. If you want a gasoline engine line entirely different from any other—a line without competition—engines that will sell and stay sold, at prices that get you the business and give you more profit than others, write us.

Empire Cream Separator Company of Canada, Ltd.

Winnipeg

IHC TRACTORS THE SIDE OF

All the pretty catalogues, all the arguments, all the advertisements of competition haven't a thread of a chance to throw a cloud over the IHC tractor. The IHC chugs off from every field with just what it went after—the highest honors. A tractor that can pull ten 14-inch plows through the sticky, virgin, gumbo prairie of the Northwest can be relied upon.

Real Work Honors at Winnipeg

A crowd follows IHC tractors wherever they perform. Prospects have the goods delivered them straight from the furrow, not from the promissory twaddle of a salesman, or the pages of a catalogue. Figures don't fib, and if farmers want to know who's who in Tractorville, they consult the judges' sheets. This is what the judges wrote on them at the 1911 Winnipeg Plowing contest:

1. An IHC tractor plowed the cheapest acre plowed with gasoline—31½ cents. The same IHC tractor using kerosene reduced this cost to 29.3 cents per acre.
2. An IHC tractor broke the record for plowing the greatest number of acres per hour—2.74.
3. An IHC tractor used less gasoline per acre than any other tractor entered in the contest.
4. An IHC tractor drew a larger number of plows than any other gasoline tractor—a 10-bottom engine gang. Every IHC entry above 25-H. P. accomplished this feat.

5. An IHC gasoline tractor delivered the largest average drawbar power—6,650 pounds.

These are actual results. This is not theorizing about design or construction. Design is proved only by results. Don't the facts tell the story?

IHC Winner at Big Rock Contest

At the Big Rock, (Ill.) Annual Plowing match held September 9th, an IHC 25-H. P. Titan, using kerosene and pulling a 5-bottom P. & O. plow won the silver cup, and an IHC 45-H. P. Mogul pulling a 10-bottom P. & O. plow was given honorable mention for making the next highest score.

IHC Winner at Wheatland Contest

At Wheatland, (Ill.) the silver cup went to the IHC 45-H. P. Titan, using kerosene. Only two points behind the winner came our 25-H. P. kerosene Titan.



ARE THORNS IN COMPETITION

Tractors are not for stage settings. When it comes to real plowing, in a real, live farmer's field, competition can't blind buyers to the fact that IHC tractors—kerosene or gasoline—always win. It hasn't taken the farmer long to learn that deficient machines can't plow far on the oil of proficient advertising.

IHC Winner at Grinnell, Iowa

This month, at Grinnell, Iowa, a farmer followed the right method. He purchased an IHC tractor in 1909. A salesman tried to convince him that a competing tractor could teach this machine a few things about plowing. The farmer was willing to be shown. The competitor's tractor picked up five bottoms, got stalled trying to make a grade, and had to take out a plow. The only satisfaction the salesman got was the farmer's statement that he wouldn't trade his IHC tractor, used for two years, for the brand new competing tractor, paint, good will, and all.

IHC Tractors Use Kerosene or Gasoline

A one-machine tractor contest doesn't prove anything but the commonly known truth—that a tractor can plow better than horses. But it takes just two tractors, an IHC and one other, or a dozen others, all working in the same field, the same soil, under the same conditions, to ram home the vital truth that for practical field purposes an IHC tractor

can do anything any other tractor can, and do it better, quicker, and cheaper.

There's the reasoning that lands the prospect. When you can run a man down to that sort of proposition, he can't argue.

The tractor business is only three years old. Not one man in a hundred who really needs a tractor at the present time has one. The farmer is educated up to the buying point. Who is going to sell him? You, or the man across the road?

IHC tractors are in the following sizes: 12, 15, 20, 25, 45-horse power.

For further information write nearest branch house,

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

INTERNATIONAL HARVESTER COMPANY OF AMERICA
(INCORPORATED)
CHICAGO U S A



Stirring Times.

Truly there is no lack of news these days. What with Turkey and Italy at loggerheads, the prospects for Home Rule in Ireland, the revolutionary uprising in China, and another new comet, even the insatiate daily press can fill its columns. Come to think of it, there is really a great deal more to talk about and write about to day than was the case ten years ago. Science and invention have made marvelous strides in the past decade, as bear witness the aeroplane, the wireless telegraph, gigantic ocean liners, and so on. Mankind is making more rapid strides in the direction of annihilating time and space than ever before, and at the same time men are enjoying to day conditions which but a few years ago were considered as luxuries for the very wealthy only. Consider the automobile alone. Facts and figures are not necessary to emphasize the numbers of these now in use. Daily observation convinces us that were every automobile suddenly withdrawn from the streets of, say Winnipeg, people would experience almost a shock; the disappearance of so familiar a sight would be something stupendous. Yet it would be safe to say that 10 or 12 years ago the auto, in Western Canada at any rate, was an exceptional sight.

Leaving generalities, and coming to our special field—the implement trade—we find a great many innovations in farm machinery; in fact few, if any pursuits have been more favored than has agriculture by mechanical inventions and improvements. It is only necessary to mention in passing the gasoline engine, self binder, cream separator and engine gang plow as examples of progress. The milking machine has already robbed the progressive dairyman of the worst drudgery of his calling in Australia and New Zealand, the automatic stooker has appeared, and it seems but a single step in advance when our farms will be run almost entirely by machinery.

We have much to be thankful for, and it is to be hoped that our intellectual and moral development will keep pace with the strides of mechanical arts which have brought us so much comfort.

The Winter Campaign.

With the advent of winter many implement dealers are prone to feel discouraged at the prospect before them, but there is really no reason why they should lose heart. Apart from pushing the many lines for which cold weather creates a demand, the dealer has opportunities

during the winter to make personal calls and get into closer relationship with his customers and prospects. Farmers are not so busy when the ground is frozen, and as a rule they welcome a visitor even if he does try to sell them something. A personal visit gives the dealer a chance to size up a man's requirements for spring, even if nothing is actually wanted at the time, but the labor saving machines for the farmer are now so many and varied that it would be hard to find a farm where the installation of one of them would not be a great benefit. The dealer will, of course, take care to be well primed with information along these lines, and ready to expatiate on the advantage of any of his lines which are seasonable.

As an example, feed grinders are a good thing to push in the winter, more especially where there is a gasoline engine already installed. Obviously there is no pasture available for stock, and while the hay crop was plentiful the past season, no farmer will deny the advantage of feeding ground grains to his stock as a part of their winter rations.

A power saw frame is another good winter seller. Very few men care to buck wood in zero temperatures, but the stove and the heater have to be kept going. No farmer who has an engine or even a sweep power can afford to be without a sawing attachment. The wood shed can be filled in a remarkably short space of time with stove lengths and a great deal of unpleasant choring eliminated by this means.

For the farmer who cannot

be persuaded to invest in a cutter, there are runner attachments which are inexpensive and quickly convert a buggy or wagon into a sleigh. These should prove excellent sellers if pushed with a little energy.

Examples of winter sellers might be cited almost indefinitely, but enough has been said to indicate the value to the dealer of a determined winter campaign.

New Express Rates.

The tariffs of the new merchandise rates of the express companies for Western Canada issued in conformity with the judgment of the Dominion Railway Commission on Dec. 24 last have now been made public. The following figures will indicate how the new rates compare with the old, the rates in each case being for 100 lbs. outgoing from Winnipeg:—

Rates in Manitoba:

	New	Old
From Winnipeg to rates.	rates.	
Altamont	\$1.25	\$1.25
Brandon	1.50	1.25
Clan William	1.50	1.75
Dauphin	1.75	2.00
Emerson	1.00	.75
Miami	1.25	1.00
Neepawa	1.50	1.25
Pine River	2.00	2.25
Swan River	2.25	2.50
Virden	1.75	1.75
Wawanesa	1.50	1.75

Rates to Saskatchewan Points.

	New	Old
From Winnipeg to rates.	rates.	
Battleford	\$3.75	\$3.75
Davidson	3.00	3.25
Humboldt	3.00	3.00
Prince Albert	3.50	3.50
Regina	2.75	2.75

Rates to Alberta Points.

	New	Old
From Winnipeg to rates.	rates.	
Edmonton	\$4.75	\$5.00
Fort Saskatchewan ..	4.75	5.00
Lloydminster	4.25	4.75
Vermillion	4.25	4.25

The above rates, as will be seen on comparison, offer very little of advantage to the West. They are based on a charge of \$5 per 100 lbs. per 1,000 miles, and the Winnipeg Board of Trade protested against this decision when it was made last December on the grounds that unjustifiable discrimination had been shown. The rate in Eastern Canada per 100 lbs. per 1,000 miles is \$3.00.

While the new rates make slight reductions in some cases, in others there is an actual increase, and it is to be noted that the express companies at the present time have an application before the Railway Commission for permission to strike out certain sections of their classifications in the tariffs on parcels of less than 50 lbs. weight, said tariffs having been issued but a couple of months ago. If granted, this application will mean the taking away of many reductions made on parcels of 50 lbs. or less.

The shippers' section of the Winnipeg Board of Trade and the Printers' Board of Trade have protested against this application being granted.

Our Dependence on the Sun.

Professor J. J. Thompson, lecturing at the Royal Institution, London, said that to every inhabitant of the solar system, whether resident on the earth or in Mars, the subject of radiant energy was one of vital importance, for the planets were not living on their resources. They were depending on their energy from day to day, almost from minute to minute, on the supplies they received from the sun. The solar system was a power distribution scheme on an enormous scale, and the sun was the power station. The method by which the energy was transmitted was practically wireless telegraphy, because they had every reason to believe that the radiant energy travelled to them from the sun in the form of something mechanically equivalent to electrical waves.

Practically the whole of the power which they used for the purpose of the world's work had come to them from the sun. The energy in coal was just the energy sent to them from the sun, and transformed by plants into the energy corresponding to chemical separation. The magnitude of the energy that was sent them from the sun was, he thought, greater than many people realized. Measurements had shown that when the sun was shining in a clear sky energy

was transmitted to the earth at 7,000 horse power per acre. At present that power was practically wasted, or, rather, it was spent in making the earth a little warmer than it otherwise would be. There have been from time to time attempts made to utilize this enormous supply of energy. If they knew how to harness that energy they could, by lowering the temperature of the earth by a degree or so, obtain all the power necessary to run the work of the world. In America, where experiments in this direction had been made, they were able to get energy which was less than half the price of the cheapest power supply hitherto available. There was no doubt that in the energy of the sun they had great resources to fall back upon when coal got dearer and water power was all used up.

Personality.

Personality is of more importance in selling implements than in many other lines. In a line where the amounts of purchase are small and it takes many sales to make a profit of any size, personality counts for comparatively little. Bargains are what count there. But in selling goods that cost a good deal of money, such as implements, vehicles, automobiles or pianos, the element of personality enters very largely into the transaction. The customer must rely to a large extent on the honesty and expert knowledge of the dealer, and it should be the business of every implement dealer to build up his personal popularity and standing in the community and the surrounding country.

The implement dealer should be one of the best known citizens of high standing. He should have a broad acquaintance, especially among the farmers of the surrounding country, for it is to them that he must look for the greater part of his trade. He should drive or ride out into the country and should be a frequent caller at the farms of his customers and also of those who are not his customers.

He should take a personal interest in the affairs of the farmers and should know just what implements they have on hand and what they need or are likely to need. Oftentimes by calling a farmer's attention to his need of a new implement or a more improved one than he is using, the dealer can effect a sale. Especially should the dealer keep careful track of his implements after he has sold them, know what sort of satisfaction they are giving and see that the farmer is taking proper care of them.

Beads of perspiration are the jewels of toil.



Sir Lyman Melvin-Jones.

Massey-Harris Officials on Western Tour.

During the month of October a party of Massey-Harris officials made an extensive tour over the western lines of the C. P. R., G. T. P. and C. N. R., visiting the main centres and calling at the headquarters of the various branches. They report threshing operations in full swing throughout the West, and generally speaking, excellent weather during the entire month for threshing grain.

The party was composed of Sir Lyman Melvin-Jones, president and general manager; J. H. Housser, secretary; C. H. Whitaker, manager Manitoba branch; Geo. Forsyth, manager South Saskatchewan branch; H. Aird, manager North Saskatchewan branch; A. W. Trickey, manager South Alberta branch; and H. Baker, manager North Alberta branch.

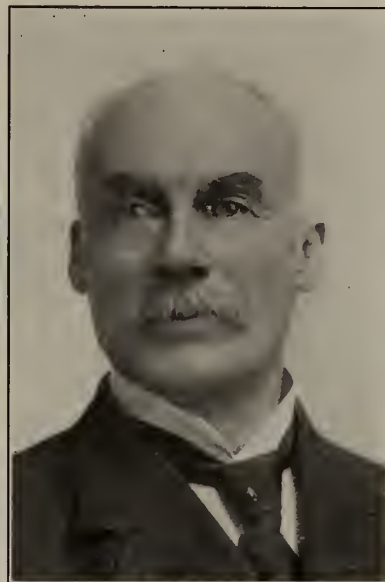
World's Motor Cycle Record.

On October 14th, Joe Baribeau, of Winnipeg, covered 100 miles on a motor cycle in 1 hour 40 min. 14 3-5 secs., or at a rate of slightly under a mile a minute. The event was pulled off at Kirkfield Park Race Track, and the time clips nearly two minutes from the previous mark.

SUMMARY.

Fastest lap, 58 2-5 sec.
61 laps under mile a minute.
13 laps in 1 minute flat.
23 laps varying from 1 min.
0 1-5 sec. to 1 min. 2 4-5 sec.
3 laps, rider lost 53 sec. refilling gasoline and oil tanks.
Previous record, 1 hour 42 min. 9 2-5 secs., made by Evans on an Emblem motor cycle at Columbus, Ohio, Sept. 17, 1911.

A statement of the ride has been sent to the Federation of American Motor Cyclist officials, requesting them to pass it as an official world's record.



John Herron.

Back to the Old Concern.

John Herron was born in county Victoria, near Lindsay, Ont., in 1855, and is one of the oldest and most respected threshermen in Canada. He entered the business about 1878 in county Grey, Ont., traveling in that territory for the Macdonald Mfg. Co. Mr. Herron remained with this concern until seven years ago—1894—when he entered the employ of the Waterloo Mfg. Co., Waterloo, Ont., as traveling salesman, and was promoted to manager of their Western Canadian branch at Winnipeg in 1902, where he has since remained.

Mr. Herron is now resigning this position, and in February, 1912, he will become manager of the Winnipeg branch of his old firm, the Macdonald Co., which has been re-organized as the Macdonald Thresher Co., Ltd., with a capital of \$500,000. This company has been in business at Stratford, Ont., since 1875, and have made steady and substantial progress all along the line. They have never had a Western representative or branch, but are now expanding their premises and staff to go after Western business with energy.

We offer our old friend, Mr. Herron, sincere congratulations and hearty wishes for success in his new position.

Making a Sale.

Assist your customer to buy what he wants.

Don't insist. Be attentive.

Don't let your mind wander. Listen to your customer. Let him do some of the talking.

Ask questions. Get his idea of what he wants. The world of trade has moved up a notch. The selling idea is assistance and not insistence.

Personals.

T. W. Colley is a new implement dealer at Swanson.

Eamer & Spicer is a new implement concern at Alaska.

J. A. Long has entered the implement trade at MacRorie.

T. S. Thompson is commencing an implement business at Stenen.

J. A. Walker has opened an implement warehouse at Ardath.

Kydd Bros. have commenced an implement business at Langdon.

Blair & Eastcott have started an implement business at Oakburn.

The Empire Lightning Rod Co. are commencing business in Winnipeg.

McQuay Bros. are starting business as implement dealers at Tuxford.

C. Snowball has taken over the implement business of R. Fox at Strassburg.

John Marks is successor to W. D. Palmer, implement dealer at Treherne.

J. W. Allen is reported successor to J. L. Landis, implement dealer at Provost.

W. Elliott, implement dealer at Morse, is succeeded by Bowest & Moodie.

Cross & Co., implement dealers at Earl Grey, have sold out to Sinclair & Spears.

Malcolm, Hamilton & Cruickshank are opening an implement warehouse at Hanley.

The Tudhope Anderson Co. are opening a new selling agency at Swift Current, Sask.

The Montmartre Supply Co. is the title of a new implement concern at Montmartre.

The Mostyn Co., lumber and implement dealers at Lestock, were burnt out Oct. 1st.

Ed. McClung has succeeded to R. F. Sanderson's hardware and implement business at Alix.

G. W. Phillips has succeeded to the implement business of W. McCutcheon at Kitscoty.

G. A. Hertzog is reported successor to the Pangman branch of the Weyburn Implement Co.

Finely & Matthie are reported successors to Howie & Gutzler, implement dealers at Kindersley.

A. E. Gregory, implement dealer at Watson, has been succeeded by Allnutt & McQueen.

P. J. Grout, who for the past five years has been on the road for the Hero Mfg. Co., Winnipeg, has been appointed manager of the newly organized Hero Company. The many friends of Mr. Grout will be pleased to hear of his advancement, and will join with Canadian Farm Implements in wishing him success in his new position.

E. E. Ellwood, manager of the Empire Cream Separator Co., has just returned from an eastern

trip, taking in Toronto, Guelph, New York, Buffalo and Chicago.

Dolan & McAlpine have commenced an implement business at Bounty.

Colwell & Marks are carrying on the implement business formerly run by Nelson & Tennant at Tugaske.

The Long Lake Trading Co., implement dealers, are reported dissolving partnership Jan. 1st, 1912.

A. E. Mascall, blacksmith and implement dealer at Sperling, has been succeeded by Wm. S. Wallace.

J. M. Studebaker, Sr., president of the Studebaker Corporation, South Bend, Ind., is confined to his home by illness.

The Plymouth Cordage Co., at its last annual meeting, Sept. 29, decided to increase its capital to \$3,000,000 by the issue of 5,000 additional shares.

Geo. Rodgers and W. H. Lock, of Yorkton, Sask., have formed a partnership, and will handle the full Tudhope Anderson line, transferring for the company in that district.

The Gilson Mfg. Co., Guelph, Ont., manufacturers of gasoline engines, are about to extend their plant by the erection of an addition to be used in core making.

J. J. Bryan, Regina, vice-president and manager of the Regina branch of the Tudhope Anderson Co., recently spent a few days in Winnipeg on business.

W. H. Whittaker, of Brantford, Ont., secretary of Goold, Shapley & Muir Co., spent a day or two in Winnipeg on his return East from the Pacific Coast.

D. J. Taylor, Winnipeg manager of Goold, Shapley & Muir Co., recently returned from Re-

gina and Saskatoon, where he spent a week in the interests of his company.

A lumber shed is being erected by the American Seeding-Machine Company, Richmond, Ind., to contain over one million feet of hopper stock, for use during winter months, and to provide for proper seasoning.

J. M. Reid, Winnipeg manager of the Ontario Wind Engine & Pump Co., has just returned from an extended Western trip, and reports threshermen busy, and grain turning out better than expected at many points.

Thos. McKnight, Winnipeg manager of the Henly Carriage & Harness Co., has just returned from Montreal, where he visited the head office and factory of his company.

Hugh H. Law is starting an implement agency at Spicer, a new townsite 16 miles south-east of Moose Jaw, on the C.N.R. extension. Mr. Law is making a start in a new country, and we wish him success.

F. E. Kenaston, Minneapolis, president of the American Abell E. & T. Co., Winnipeg and Toronto, and president of the Minneapolis Threshing Machine Co., was in Winnipeg for a few days during October.

Gaar, Scott & Co., Richmond, Ind., now have under construction a new building, 100 by 300 feet, built of brick, which will be used as an assembling room. The demands of their business call for more space to properly handle their trade.

H. C. Fair, sales manager of the Globe Mfg. Co., Perry, Iowa, spent a short time in Winnipeg recently. His company manufacture the "Quicker Yet" hand and power washing machines and wringers, which have a large and increasing sale in the home territory. Arrangements have been

completed with the Merrick-Anderson Co., Winnipeg, to job this line in Western Canada.

J. T. Wilson, sales manager of the J. S. Rowell Mfg. Co., manufacturers of Tiger Drills and Seeders, Beaver Dam, Wis., was recently in Winnipeg on a business visit. Mr. Wilson also went West as far as Regina and Saskatoon.

C. N. Coate, sales manager of the Eureka Planter Co., Woodstock, Ont., has just returned East after spending four months in the West, during which he visited most of the important points, including Vancouver, Calgary, Edmonton, Saskatoon and Regina.

J. B. Tudhope, M.P., Orillia, Ont., president of the Tudhope Anderson Co., has just returned east after making a tour of Western Canada, during which he visited the head office at Winnipeg and branches of his company at Regina, Calgary, Saskatoon and Lethbridge.

The American Grain Separator Company, Minneapolis, recently closed a contract with Tudhope, Anderson & Co., under which the latter have the exclusive sales right in Canada for the line of grain cleaning machinery manufactured by the American Grain Separator Company.

Geo. Mixter, superintendent of Deere & Co., Moline, Ill., and Joseph Dain, president of the Dain Manufacturing Company, Ottumwa, Ia., recently returned south via Minneapolis, after spending some time inspecting the work of the new John Deere binder in the Manitoba wheat fields.

S. H. Chapman, president and general manager of the Ontario Wind Engine & Pump Co., spent a few days at the Winnipeg branch, after which he left on a tour of the West, and will spend

some time at their Calgary branch, also visiting their new plant at Regina for a few days.

H. W. Hutchinson, manager of the John Deere Plow Co., Winnipeg, has just returned from an Eastern trip which included Toronto, Thorold, Moline and several other points where factories are located whose output is controlled in this territory by the John Deere Plow Co.

During his recent visit to England, J. Maw, of Joseph Maw & Co., Winnipeg, contracted to handle the well known Lacre, British built commercial cars, for Winnipeg and Western Canada territory. The Lacre vehicles are built by the Lacre Motor Car Co., Ltd., of Letchworth, England, and have an established reputation for efficiency in many countries.

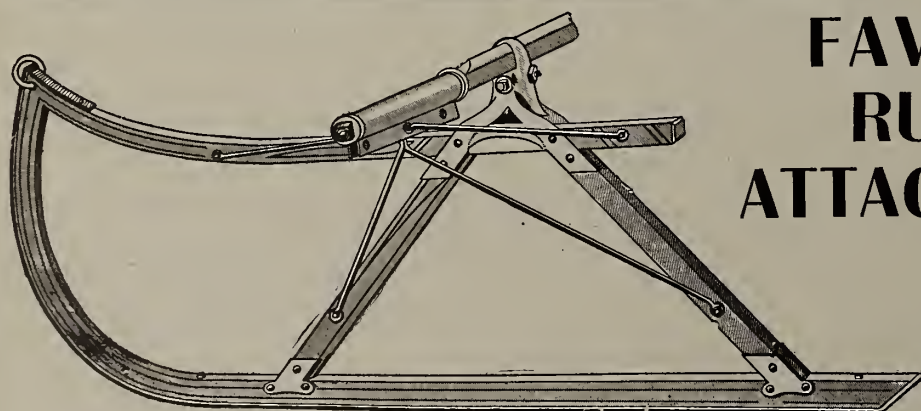
The John Deere Plow Co. have increased their office space at Winnipeg by two large rooms in the south end of the second floor show room. These rooms are each 14 by 16 feet, and one will be for the use of their travellers, the other as a board room and private office for H. W. Hutchinson, the manager. The above changes are but the commencement of an expansion of the company's office space, necessitated by the rapid increase of their business.

Obituary.

Albert W. Rockwell died October 27, aged 43 years, at his home in Kenilworth, on the shores of Lake Michigan, near Chicago. Deceased was vice-president and general manager of the Sharples Separator Co., and president of the Rockwell Mfg. Co., both of West Chester, Pa. The late Mr. Rockwell first came under the notice of the Sharples Co. about eighteen years ago, when he was a traveling salesman in the Middle West. He was given a chance to see what he could do, and soon proved himself worthy, being made manager of the Council Bluffs office. When the latter was moved to Omaha, Mr. Rockwell found larger duties and responsibilities. Soon a manager was needed in Chicago, and he was again selected as the man to fill the position. His reputation there and efforts on behalf of the company were the cause of his finally going to West Chester ten years ago to take entire charge of the business end of the company.

Mr. Rockwell's contributions to charity and generous assistance of the Y.M.C.A. have caused his loss to be deeply regretted in all sections. He is survived by his wife, formerly Miss Sepha Stowell, and five children.

A brother, E. R. Rockwell, is manager of the Toronto office of the Sharples Separator Co.



FAVORITE RUNNER ATTACHMENTS

Made in
Two Sizes

No. 2—Buggy size for $\frac{7}{8}$ -in. and 1-in. axles.

No. 5—Democrat size for $1\frac{1}{8}$ -in. and $1\frac{1}{4}$ -in. axles.

You get nearly as much profit out of these as you do out of a cutter with only about one third the outlay. Order a few sets for a trial and we know you will want more.

D. ACKLAND & SON, Limited,

WINNIPEG

GOOD LUCK GRINDERS



Good Luck Power Grinder

Specially Adapted for Farmers' Work

Construction and Finish perfect.

Thousands in use and giving highest satisfaction.

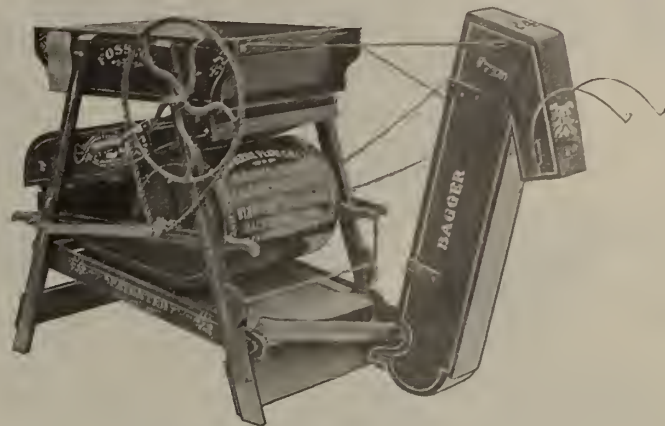
The best is **cheapest**; an inferior machine is dear at any price.

YOU want only the best.

We also have a full line of Horse Powers, Wood Saws, etc.

FOSSTON Automatic Grain Cleaner

Is The Grain Cleaner Your Trade Wants



Advantages of the Fosston

The Fosston Mill is both a cleaner and a grader. Will separate wild or tame oats from wheat or barley.

The Patented Feed Device is so arranged that the operator can regulate the flow of grain on to the sieves while running, and grain can only feed while mill is in operation.

A Bottom Screen thirty-six inches long. Under this screen is arranged a patented cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley.

Screens for cleaning all kinds of grain.

Made in two sizes, varying for different grains, from 25 to 75 bushels per hour.

Power attachment can be furnished if desired.

THE DAIN Pull-Power Hay Press

Is an All-Steel, Full Circle, Two-Stroke Hay Press

It has superior advantages in every respect as you can see by this cut

Secure the Agency for this Easy-Selling
Money Making Press

Compound leverage power, few parts.



Pneumatic cushion
No heavy rebound or jar

Low bed reach. No pitman
for team to step over.

Bales delivered
in front out of
dirt and chaff.

Smooth, square
ended bales,
the kind that
pack close in
cars.

Bales can be
tied from one
side of press.

Rocker tucker
folds every feed
perfectly, makes
smooth bales.

Large hopper and
feed opening gives
great capacity.

No toggle
joints or
complicated
parts.

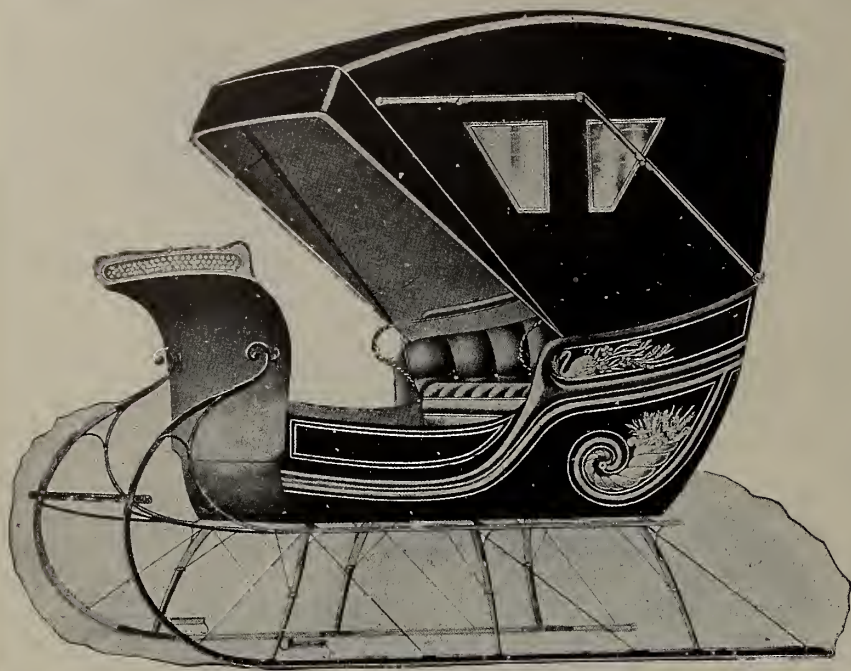
Set it at the
center of stack.
Save one man's
wages every day

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

See Our 1911-12 Cutter Catalogue



No. 205 1/2 Lady of Snow—with Top and Storm Sides

It is fully illustrated and describes the justly famous **BROCKVILLE LINE**, which is the last word in comfort, finish, material and price.

New Styles

of Striking and Original Design which will prove Trade Winners.

Reindeer Sleighs



No. 28 1/2 Reindeer Sleigh
Made in all sizes, with steel or cast shoes

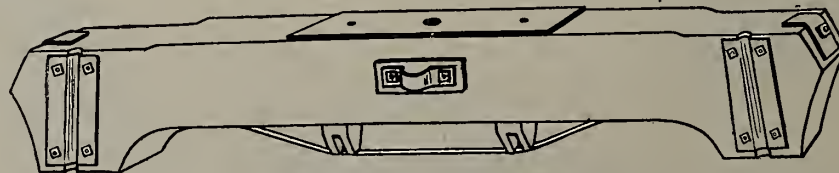
Quality and Workmanship.—Made of a straight grained hard-wood timber throughout, put together in a smooth, workmanlike manner.

Trussed Bench furnished on

No. 25 1/2, 2 in. x 6 1/2 ft. runners, steel shoe

No. 26 1/2, 2 1/2 in. x 6 1/2 ft. runners, steel shoe

No. 27 1/2, 3 in. x 6 1/2 ft. runners, steel shoe



Reindeer Trussed Bench

Trussed Bench furnished on

No. 28 1/2, 2 in. x 6 1/2 ft. runners, cast shoe

No. 29 1/2, 2 1/2 in. x 6 1/2 ft. runners, cast shoe

Painting.—Orange red, with very neat wide lines of black and fine lines of white striping. Well varnished and very much above the usual sleigh in smoothness of finish and general appearance.

Do not place your order for Sleigh goods until you have an opportunity of talking to our travellers.

A Deere Agency gives you control of the Best Line of Vehicles ever built in Canada.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

VAN BRUNT DISC DRILL

THE UP-TO-DATE MODEL



No Mud Too Deep
No Hill Too Steep
for the Easy Run-
ning Light Draft
Van Brunt

It keeps going on high speed
in all conditions of soil

These Exclusive Features Are Valuable to Dealers:

- 1 Forward Closed Delivery Single Discs insure planting all the seed at even depth.
- 2 Disc Bearings that are oil tight and dust proof. No oiling required the first season.
- 3 Tight Fitting Covers with Centre Hinge to prevent spilling of grain and warping.
- 4 Adjustable Gate Force Feeds to handle all seed from Alfalfa to Beans.
- 5 Tilting Levers to balance machine and regulate position of Disc Boots.



SEEDING WITH VAN BRUNT DISC DRILLS AND DRAGGING AT THE SAME TIME.



THIS LIGHT
DRAFT DRILL
HAS MADE ITS WAY
BY THE WAY IT'S MADE

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Coal Situation.

There has been serious talk about a coal shortage during the coming winter, and there have not been wanting arguments to prove that no danger exists, so that the following utterance from the Department of Agriculture, Regina, Sask., may be of interest to our readers in that section of the West. We presume that in the event of a serious shortage of coal Saskatchewan would be in a worse position than either Manitoba or Alberta, as the former is nearer to the distributing points and the latter has mines within her borders.

The consumers of coal in Saskatchewan may be divided into two classes. First, there are the men who have neither cash nor credit and have no place to store coal even if they could buy it. Then there are the men who have the cash or can obtain credit, and who have room in their cellars for the whole or a large part of their winter's supply of coal. A public duty is placed squarely before every man of this second class as a citizen. It is up to you to lay in your stock of fuel as fast as you can. This is in order that your neighbor who has neither cash, credit, nor storage, may be able to buy coal in smaller quantities during the winter. If you put this matter off this year until November, you may still be able to secure your coal, but your poorer and less fortunate neighbor certainly will not get his. In other words, you will have got his coal and he'll have to go without.

It takes about 500,000 tons of coal to keep Saskatchewan warm and fed for the seven months commencing October 1st. Half of that coal is still in the mines away east in Pennsylvania. All of it that is to be of use must not only be mined before December 10, but must be on our side of the Great Lakes by then. We are sure of our 100,000 tons of anthracite; that is on the docks now. We are sure of our 150,000 tons of lignite, that's right at home under our own farms. What we are not sure of is the other 250,000 tons of soft coal that must replace the usual supply from Southern Alberta. We can get it if we go after it soon enough; otherwise we cannot get all of it, and shall have to pay famine prices for what we do get.

It is welcome news for the West that the big coal strike in Alberta has been settled, after being on since last spring. As a result of the strike, many parts of the West were threatened with a coal famine, a very serious matter in a country of low temperatures in winter. This has now happily been averted, but it will require prompt work to rush coal to the prairie country, in sufficient quantities, before winter comes on in earnest.



Birdseye view of the Gas Traction Company's plant at Minneapolis. The new office building, in which the classes of the School of Gas Tractioneering will be held, is shown at the left.

School of Gas Tractioneering.

The Gas Traction Company of Minneapolis is sending out announcements of the 1911-12 course of its school of gas tractioneering. There will be four separate terms: Nov. 6 to Dec. 2, inclusive; Dec. 4 to Dec. 23, inclusive; Feb. 5, 1912, to Mar. 2, inclusive; Mar. 4 to Mar. 30, inclusive. The classes will be held in a large room built especially for the purpose in the company's new general office building, University and Twenty-eighth Avenues S.E., Minneapolis. The location is central, directly on the electric street car line which connects Minneapolis and St. Paul.

The course of instruction will be even more complete this year than last, when more than 160 students were enrolled, and will provide a thorough schooling in the construction and operation of gas traction engines, under the direction of practical gas engine designers and mechanics. The morning classes will be devoted to lectures, and the afternoon to practical demonstration in the factory, one of the most complete in the country. Motors and tractors will be furnished for demonstration and experimental purposes. Every facility will be afforded for the study of the principles and practice of gas tractioneering, and every student who completes one of the four terms creditably will be given a diploma. These diplomas are highly prized. The course is absolutely free.

Canada a Prize Winner.

At the sixth International Dry Farming Congress, Colorado Springs, Alberta won the sweepstakes cup for the best exhibit by a narrow margin of 19 points, scoring 725 over Oklahoma's 706.

The premium is a very fine silver cup, donated by Hon. J. R. McKinne, of Colorado Springs, and presented on behalf of the board of directors by Prof. W. H. Olin, of Idaho. Hon. Duncan Marshall received the cup for Alberta, and in a neat address thanked congress and the American people for the very friendly relations between the two countries.

Lethbridge gets for its energy in sending down a large delegation one of the finest cups presented at the Dry Farming Congress. It will bring home the Reed Investment Company cup, presented to the largest delegation from any commercial body attending the congress. Lethbridge beat out even cities of Colorado within 150 miles of Colorado Springs.

John Baxter, Edmonton, won the sweepstakes for the largest number of first premiums in the roots and vegetable class.

Spring wheat all grown within 40 miles of Lethbridge has captured nearly every prize.

A. Perry, of Cardstone, has put Alberta on the way to the extent of carrying off seventeen firsts, four seconds and two thirds in grain and grasses.

The Story of Bread.

The above forms the title of an elegant little book just issued by the I.H.C. Service Bureau, Chicago, who will forward a copy gratis to any applicant.

The subject matter deals with the history of bread as a food-stuff from the earliest times, which history is, of course, inextricably bound up with that of wheat: its culture and harvesting. The treatment of the subject, both from a literary and technical standpoint, is excellent, and thirty pages are given to it by the author, Edwin L. Barker,

with wide margins and attractive marginal illustrations appropriate to the text. These last are by Glenn V. Johnson, the whole being printed in brown ink on a cream paper of high quality.

Grain Crops.

Revised figures show that the grain crop of the West was somewhat damaged by various causes, but is still an enormous one and immensely valuable. Deducting the total losses leaves the estimated crop figures for the three provinces of Manitoba, Saskatchewan and Alberta at: Wheat, 169,725,000 bus.; oats, 185,570,000 bus.; barley, 33,000,000 bus.; flax, 6,620,000 bus. Fifty per cent. of the threshing had been done in Manitoba on October 20th, twenty per cent. in Alberta, and ten to fifteen per cent. in Saskatchewan.

Edmonton to Fort George.

It is reported that a charter has been granted a Winnipeg syndicate for a railway from Edmonton to Fort George.

The proposed line will traverse the Peace River district, entering British Columbia via Pine River Pass, north of Yellowhead Pass, and opening up vast regions in the northern portion of this province. It will be over 1,000 miles long, and will take the shape of two sides of a triangle whose apex will be at Pine River Pass, which has a low altitude. An exploratory survey party is now going over the route to secure data preliminary to undertaking the location work. It is expected the line will be in operation within four years.

The stay-at-home misses daily opportunities that pass at the next corner

Seasonable Sellers



Tudhope

No. 355

CUTTER

With Top and Windboards

THIS comfortable, roomy Cutter makes a strong appeal to farmers. Winter travel is shorn of its hardships for the owner of a rig like this. In addition it is graceful, stylish, strong and well finished.

There is no Better or More Attractive Storm Cutter

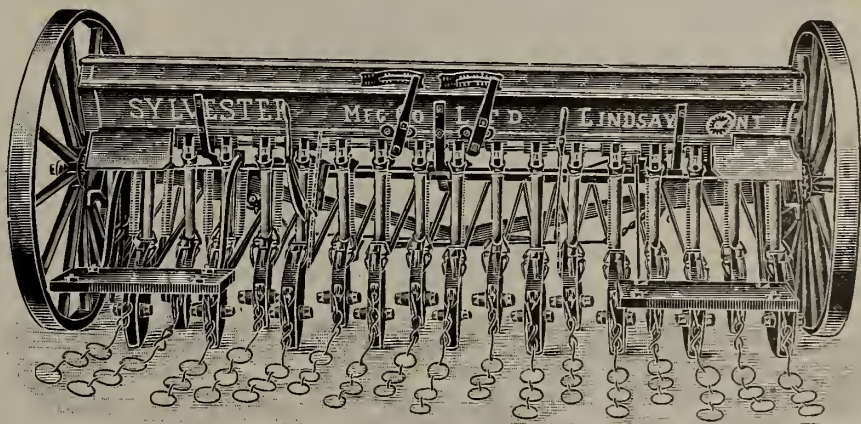
SLEIGHS

The reputation of Tudhope Anderson Oscillating Farm Sleighs ensures a profitable trade for the dealer.

Sylvester Drills

HAVE AN ENVIABLE RECORD FOR PERFECT WORK. THE DOUBLE DISC PRINCIPLE IS ADMITTED TO BE THE MOST ECONOMICAL AND SATISFACTORY YET DEVISED.

Every seed is placed where it cannot fail to germinate, distribution is absolutely uniform, and quantity is under perfect control.



"T. A." Pumping Engines

A Necessity on Every Farm

Simple, Inexpensive, Reliable. A miniature power plant which eliminates the most disagreeable tasks—pumping water and grain cleaning.

We manufacture and control exclusively all the above lines

Dominion Agents for the well known Emerson Engine Disc Plow, and for the coming season we will sell the New Emerson Independent Beam Plow, constructed especially to suit Canadian conditions.

Tudhope, Anderson Co. Limited

WINNIPEG, Man. REGINA, Sask. SASKATOON, Sask. LETHBRIDGE, Alta. CALGARY, Alta.

Calendar Advertising.

We believe that money invested in judicious advertising is well spent, and the retail dealer should not overlook the fact that a bright, attractive calendar is welcomed in most farm homes. An important point to be considered in using this form of advertising is the method of distribution, and here is where the dealer who has a mailing list of his customers and prospects finds it extremely valuable.

We recently read of a dealer who adopted what seems to us a good plan in this connection. Making use of his mailing list, he sent a post card to every address asking the recipient to call at his warehouse on the first opportunity, when a handsome calendar would be forthcoming. A large number responded to the invitation, the holiday season having brought them to town to make purchases, and it was no trouble to drop into the implement store and get the calendar. The dealer in question had been to special pains to display all his seasonable lines attractively, had a gasoline engine in operation, belted to several small machines, and generally made his warehouse look as business-like as possible. When a visitor arrived he would make him very welcome, and tender the usual season's greetings, showing him round the floor, calling attention to various machines and di-

lating upon their merits. If it seemed at all possible, he endeavored to make a sale on the spot, otherwise he would simply find out what particular line his man was interested in and see that the details and advantages of this were fully explained. Each visitor, on departing, was presented with a calendar neatly rolled, together with literature describing the dealer's line. This dealer is convinced that his scheme brought forth good fruit, for several of those who inspected his stock made purchases, and many others were favorably impressed, and are excellent prospects.

If the calendars had been mailed direct, or indiscriminately distributed, the probabilities are that they and the sender would have been more likely forgotten, instead of acting, as they did in the above case, as magnets to draw people to the store.

The Art of Shocking.

Modern farm machinery has blocked out a rapid, easy, and effective way of handling the small grains. These crops are practically all bound in bundles by the self binder, and the bundles are bunched ready for the shocker, who is the only man who needs to touch the bundles with his hands.

Shocking is an art that is easily taught by example, but

not so easily described on paper. Different arrangements of the bundles suit different purposes. For wet grain, or for quick drying, that the grain may early go to the stack, barn, or threshing machine "two by two" shocks are often best. Sometimes these should be set closely, and under other conditions they should be set open so as to give to the air the freest possible circulation.

A simple round shock is made by placing four bundles in the middle and then placing around them a circular row of compactly placed bundles, each slanting toward the center. These bundles should be firmly set on the ground, and unless rapid drying is needed, each successive bundle should be set compactly against its fellow so that the wind may not get a hold and tear the shock to pieces. Generally two bundles with both butts and heads broken over should be used to set into and lap over the shock so as to serve as shingles in shedding water, and so placed that they will withstand wind pressure.

At the present time several shocking machines are on the market and many of the large implement concerns are experimenting with automatic shocking attachments for the binder. There is little doubt that in the course of a few years shocking by hand will be entirely displaced by machine methods, on the larger farms at any rate.

Trackless Street Cars.

The first rail-less street cars propelled by electricity to be used in England have just been installed by the City Council of Leeds. The system at present is an experimental one and is being closely watched with a view to its early adoption in other cities if successful.

The wheels of the new cars are fitted with rubber tyres and the motors take their current from the overhead wires by a double trolley arm. The overhead equipment has cost about \$6,000 per mile and the cost of each vehicle is about equal to that of an ordinary tramway car. The double trolley arm, acting on a swivel, permits of a liberal deviation on either side of the road, thus allowing the vehicle to wind in and out of the traffic when necessary. Each car is made to hold 28 passengers. Only one entrance is provided and the driver sits in front in charge of the controller and steering wheel and at the same time collects the fare from each passenger as they enter.

As there is no metal track to be laid down and kept in repair, the running cost of these cars is expected to be considerably less than that of the ordinary tramway cars. This type of car has been introduced to meet the re-

quirements of certain outlying districts, which owing to their thinly scattered population, could not maintain an ordinary tramway service with profit. In these cases, it is thought that the system of rail-less traction with its low cost of maintenance, can be advantageously employed both to the benefit of the tramway service and the community.

The rapidly growing towns and cities of the Canadian West would do well to investigate the merits of this system when they get ambitious for a street railway.

Left-Hand Plows.

A writer in the Scientific American gives the following explanation of the extensive use of left hand plows in Southern Ohio, Indiana and Illinois:

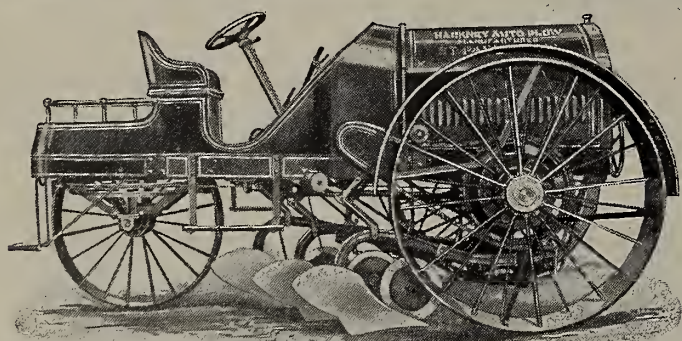
These localities were largely settled by people from southeastern Pennsylvania, Maryland and southward, in which latter localities it was and is, to a large extent, yet customary to drive two or even four horses with a single line, the line being attached to the left-hand or "near" horse only, the "off" horse being guided by a "jockey stick," one end of which is tied to his bit and the other end to the "near" horse's hame or collar. In plowing with such an arrangement it would obviously be necessary to place the guiding or "near" horse in the furrow, which would necessitate the use of a left-hand plow.

The custom of single line driving has probably been largely abandoned in the above first-mentioned localities, owing to the extra effort and time required to train the horses, but the use of left-hand plows has continued, and probably will continue indefinitely, due to the fact that each generation learns to plow with the tools of its elders, and having once learned with a left-hand plow, the change to right-hand is not easy.

How the Cream Separator Works.

The action of the force of gravity is the principle upon which all separation is based. The fat globules in milk are lighter than the milk serum in which they are contained. Consequently in the course of time gravity will cause the heavier particles to go to the bottom and the lighter particles of butter fat to rise to the surface.

It is the incomplete action of this force of gravity, and the length of time required for its operation, which make old methods of separation inefficient and undesirable. These systems, too, produce poor results—are wasteful, yield a product of poor quality, and necessitate extreme care and much handling. In the water-di-



HACKNEY AUTO-PLOW

OPERATED BY ONE MAN

Greatest Labor Saving Machine on earth to-day for the farmer.

Will do all the plowing, harvesting, haying and hauling as well as feed grinding and other work where a power machine is needed on a 120 to 640 acre farm.

Performs the work of 16 horses and 6 men plowing and does away with the labor and expense of caring for them.

It is perfectly built and a pleasure to run. Has 40 horse power engine and plows from ten to twelve acres a day on about the same number of gallons of gasoline.

The man who secures the agency is fortunate. It sells on sight.

Write us at once as the territory is being taken up rapidly.

References:—Any bank or business house in the Twin Cities.

HACKNEY MANUFACTURING CO.,

580 PRIOR AVENUE

ST. PAUL, MINN.

lution system gravity is assisted by the addition of water, which permits the force to act in a comparatively short time. The quality of the product, however, is objectionable.

How to make gravity act with greater force and more quickly is the problem which the centrifugal separator solved.

In centrifugal separation gravity is produced by artificial methods and acts horizontally instead of vertically.

If a ball is put on the end of a string and whirled around the hand in a circle there is a pull exerted through the string as if the ball were trying to get away. This is centrifugal force and is the principle upon which the centrifugal separator operates.

As explained previously, the fat globules in the milk are lighter than the milk serum or skim-milk; consequently, when milk is put into the rapidly revolving separator bowl the heavier particles—that is the skim-milk—go toward the outside of the bowl trying to get away; and the lighter particles—the butter fat—flow to the centre of the bowl. The skim-milk flows through openings on the outer edge of the bowl, and the cream through an opening in the centre. The principle, it will be seen, is comparatively simple.

Buy at Home.

Here are some reasons why people should purchase goods in their home town rather than send away their money to enrich some distant community.

"I buy at home:—

"Because my interests are here.

"Because the community that is good enough for me to live in is good enough for me to buy in.

"Because I believe in transacting business with my friends.

"Because I want to see the goods.

"Because I want to get what I buy when I pay for it.

"Because my home dealer 'carries' me when I run short.

"Because every dollar I spend at home stays at home and works for the welfare of my town.

"Because the man I buy from stands back of the goods.

"Because I sell what I produce here at home.

"Because the man I buy from pays his part of the town, county and state taxes.

"Because the man I buy from gives value received always.

"Because the man I buy from helps support my school, my church, by lodge, my home.

"Because when ill luck, misfortune, or bereavement comes, the man I buy from is here with the kindly greeting, his words of cheer and his pocketbook, if needs be.

"Here I live and here I buy."

Sell What Makes Friends and Holds Them

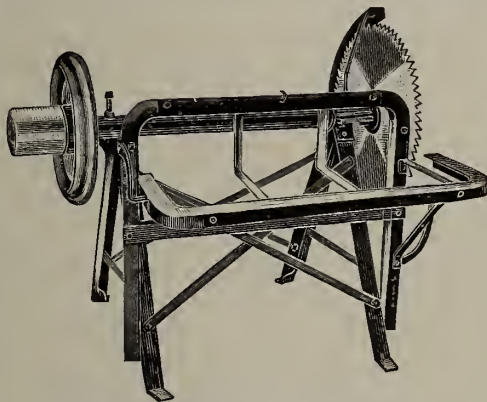
Sell What is Widely Advertised—Then You Need Fear No Competition

New Climax Well Drill



When you sell the "NEW CLIMAX" you give your customers the advantages of the latest and best Well Drill in the world. It is the Well Drill for the men who want to make big money quickly. Does the work thoroughly, cheaply, easily.

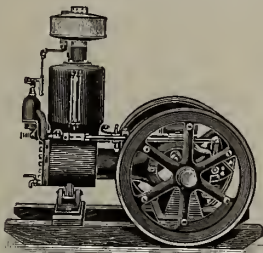
The Airmotor Wood Saw



Sell the AIRMOTOR Wood and Pole Saw. It affords talking points and service features which other makes do NOT have. No better Wood Saw made. Known from coast to coast for their strength and durability.

Stickney Gasoline Engines

Are the Best, because they have an Automatic Mixer



The mixer on the Stickney Engine is provided with automatic valves on both air and gasoline supply, each of which opens automatically, supplying the proper proportions of gasoline for air admitted, making a perfect mixture irrespective of speed of engine or power developed. Gasoline is fed to the mixer under pressure, making the supply positive and the mixer reliable.

In starting the engine, the mixer chamber can be primed with gasoline so that the first suction stroke of the piston makes a perfect mixture in the cylinder.

It is impossible to flood the cylinder.

Straight line valve motion, outside igniter, open tank cooling system, centrifugal fly ball governor, three point suspension and titty other reasons.

Our sales plan will interest all dealers.

"Aylmer"

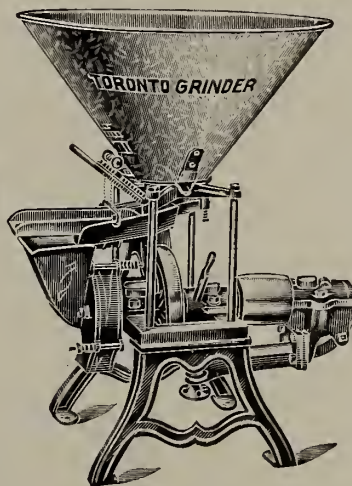
Pitless Scales



With "AYLMER PITLESS SCALES" weighing troubles become merely a memory. Just as right and accurate as a lifetime of enthusiastic effort can make them. Strong and simple in construction. The best scales made for weighing Hay, Grain and Stock.

Toronto Grain Grinders, etc.

A GRAIN GRINDER that reduces grain grinding troubles to a minimum. Gives longest service. Built of superior materials under the direction of an expert. No other type can achieve its success.



The Flour City Tractor



Needs no introduction — it is recognized everywhere as the best designed, best built, strongest, and most economical Farm Tractor made. It makes every customer a booster. It means big business for every dealer who handles them.

We cannot do justice to the many important points in a brief notice. Write us for detailed Catalogue, it tells WHY the FLOUR CITY is a thorough success under every condition. Especially worthy of consideration is the fact that the FLOUR CITY has been awarded TWO Gold Medals out of a possible THREE at the 1911 Winnipeg Contest.

The best way to forget anything is to PUT IT OFF---that's the reason you should write us for the AGENCY NOW

ONTARIO WIND ENGINE & PUMP COMPANY, LIMITED
TORONTO WINNIPEG CALGARY

Brandon.

The plant and business of the Brandon Implement and Manufacturing Co., which closed up here some time ago, has been purchased by the McConnell Iron Works, a recently organized joint stock company with R. J. McConnell, recently of Carman, as manager. The plant is one of the biggest in the West and at different times in the past has employed one hundred or more men. The concern has always had a large business and it is intended by the new company to further increase the manufacturing and repairing facilities of the plant. R. J. McConnell formerly carried on a hardware business and machine shop in Carman, and has had a wide experience not only in the lines he was handling but in financial matters generally and we look forward to a very large business being worked up in the near future.

R. Haggert, an old-time visitor from Brampton, Ont., was in the city this month on a business trip. He is a member of the Haggert Manfg. Co., and is greatly impressed with the growth of our city since his last visit some five years ago.

The Brandon Electric Light Co. are still installing new machinery, looking as they have always done, to the future bringing them a largely increased business. A new engine of 2,000 horse power is being installed which means that the power capacity of the firm will be doubled, and the City of Brandon will have one of the finest power houses in the West, and certainly not excelled by any city of the same size and importance. The new engine weighs 400,000 pounds and required thirteen cars to deliver it here.

Brandon is again coming to the front as a great distributing centre. Wholesale and manufacturing firms from all parts of the Dominion and States are daily making enquiries through the Commercial Bureau. Within the past few weeks five firms have intimated their intention of locating here, three of which are manufacturing firms and two solely distributing agents.

A double track is being laid with concrete and blocks on Tenth street for our street railway. Ninth and 11th street are also being laid with blocks and will be

finished before the snow comes. With these new roads our city will appeal more to visitors and impress them with the fact that Brandon is bound to come to the front as a place of importance in the business world, and these improvements are also making a strong impression on real estate values.

Work is being rushed on all new buildings, the fine weather prevailing helping out the contractors. All the big jobs, which include the new hospital for the insane, the C.N.Ry. hotel, the Can. Pac. Railway station and central fire hall—which buildings alone run to over a million—good progress is being made, and they are likely to be completed within the specified time.

Mr. Fell, of Fell & Son, implement dealers at Welwyn, is a visitor to the city. He reports threshing in his district very backward, the majority of the grain being still in the stack and stook. Very little grain has been marketed and in consequence collections very small. The yield in his district was exceptionally good and he looks for a large percentage of notes paid this fall.

The I. H. C. new warehouse is about ready for occupation, and they expect to move their offices and sample room there in a couple of weeks. When finished they will have one of the finest sample rooms and suite of offices in the West.

The weather has at last cleared and the bright sunshine has greatly changed the aspect of affairs in the wheat situation. Many fields of wheat in the stook and stack on account of the continued rains and fog, were showing a good deal of sprouts, and threshing was practically at a stand still, but if this weather continues threshing in this district will be completed the end of the first week in November. As a result of the unfavorable weather quite a large reduction both in yield and grades have resulted but as a rule the farmers are very well pleased with the returns. Very little fall plowing has been done, but if the weather keeps open considerable will yet be got ready for next year. Collections up to date have been very slow, but the implement dealers look for the majority of past due paper being paid off, as well as a

large proportion of this year's sales.

On Tuesday evening, September 5, the employees of the I. H. C. Brandon sales department, their wives and invited guests, gathered at the banquet board at Aagaard's Restaurant in honor of their departing manager, J. C. Hyndman, who was about to leave for France. An elaborate supper was followed by toasts and addresses by various members of the staff. Mr. Hyndman was presented with a diamond pin, and Mrs. Hyndman was the recipient of an emerald and diamond ring. Mr. Hyndman, in a short address, welcomed the new manager, E. B. Gass, and gave an account of the Brandon agency since its organization and finally dancing was enjoyed. The occasion was in one sense a sad parting, but all present spent a most enjoyable evening.

B. Baker, general manager for Canada of the M. Rumely Company, of La Porte, Indiana, manufacturers of Oil Pull tractors, spent a few days in Brandon preparing for the establishment of a general agency of his company here. Arrangements have been made to open the agency by November 1st, with M. J. Carruthers, late with the Nicholls and Sheppard, in charge here. Some six or eight travellers for the company will make their headquarters here. In addition to the Oil Pull tractor, this concern manufacture the Rumely Threshing Engine, Ideal Separators and Rumely Clover and Alfalfa Cutters.

We understand that the McConnell Ironworks Co., Brandon, will carry a transfer stock of the Tudhope Anderson line of carriages, wagons, automobiles and agricultural implements.

George Weston, Ltd., of Toronto, biscuit manufacturers, have taken premises on 11th st. and are to make Brandon a distributing centre for their goods with K. F. MacQuarrie as manager.

Cost of Growing Wheat.

From an agricultural contemporary we gather the following data on the cost of producing 100 acres of wheat. The figures are based on the average of over 200 reports obtained by the Manitoba Agricultural College Research Association. Authorities agree that these figures are the fairest and most reliable data received by this association, but it should be noted that rent, depreciation, interest, etc., are not included, as they vary so much in individual cases.

Plowing	\$100.00
Harrowing twice ..	26.00
Seeding	26.00
Seed 150 bus. at \$1.10	165.00
Formalin (to treat for smut)80
Pickling and hauling	1.50

Harvesting	40.00
Threshing 1800 bus.	230.00

Total cost \$589.30
Cost per bushel, 32.7 cents.

Politeness in Business

The almost universal politeness which characterizes the service of the shops in Great Britain and the continent is one of the first impressions which the traveller receives when abroad. In fact, it is not unusual to hear the returned tourist express some rather pointed remarks as to the contrast in his own country. These may be somewhat exaggerated, but on the whole it is well within reason to state that Canadians have much to learn with regard to ordinary politeness in business.

Aside from the opportunity for bargains, the fascination of the shop in London, for instance, may be largely attributed to the apparent desire on the part of all connected with them to facilitate the customers' needs. There appears to be an inbred wish to oblige, which makes shopping a pleasure. Ostentation in displaying goods, or that rush which is so often assumed on this side of the water with a view to impressing the customer with a great business being done, is wholly absent. It is unfortunately true that the activity of Canadian stores, either real or assumed, and very often justifiable, gives the purchaser an impression that he "may take it or leave it." "No trouble to display goods" reads a sign in many stores, and underneath it, catering to your wants, stands a clerk whose whole manner leads you to believe that you are wasting his valuable time, and that he is quite unable to understand why you don't know what you want and take it. Of course, there are many establishments in Canada where this is not tolerated, and few that would tolerate it, were such cases known, but the instances mentioned above are sufficiently common as to have come within the personal experience of all. British methods are not applicable to Canada, but from the general courtesy and intelligent attention which appears to be prevalent there, many lessons can be drawn.

Everything that makes for smoothness is to be desired, and thoughtfulness on one side will as a rule be reciprocated.

—Trade and Commerce.

Successful men are they who have found work to do while their neighbors' minds were vacant or occupied with passing trivialities; who act while others fight with indecision.

Ought to be a good trade in cutters this winter. The farmer has the money—so has the farmer's son.



Mr. Dealer

Cater Can Sell You

Wood or Iron Pumps cheaper than any one in the West.

Get His Prices Before You Order

Brandon Pump & Windmill Works

Brandon Man.



Knowledge is Power.

The men who "know how" are the men who acquire wealth, honor, fame and success. Their knowledge has given them power; the power not only to direct affairs and to command others, but power also to get the most out of life, to enjoy their short stay here to the utmost.

There are, of course, varieties and degrees of knowledge. The knowledge which adapts a man to the professor's chair does not, of necessity, fit him to be the head of a mercantile house, in fact, the contrary is more often the case, the man of science and erudite knowledge, usually being a poor business man.

Thus it will be seen that, while all forms of knowledge are desirable, it is necessary, if one would be a financial success, to specialize. The railroad president has knowledge, but it is knowledge acquired in a lifetime of service in one particular profession, starting, perhaps, as a messenger or section hand, and working upward, through ever increasing knowledge of railroad work, to the final goal where he has the "say-so," the power which his knowledge has given him.

The successful retail dealer attains his position by no other royal road. There is none. If he has not the knowledge neces-

sary to buy wisely, sell quickly and attend meantime to the manifold details of his business, he is practically doomed, beforehand, to failure.

It is not given to all men to attain great knowledge, but it is within the ability of the average man to master the intricacies of the retail implement trade. It has, in fact, been made comparatively easy for him within late years, owing to the advent of high class trade papers, agricultural journals, technical books and the general tendency toward a higher standard of education.

It is probably safe to say that 75 per cent. of the retail implement dealers in Western Canada have had practical farming experience; which means that they have an actual field working knowledge of the goods they are endeavoring to sell. In many cases they have had a long acquaintance with the more common farm implements, so that the first essential—knowledge of the goods—might be taken for granted. But it must not be thought that the young man from the farm is in a position to enter the implement business merely because he has learned to "plow and sow, reap and mow." More knowledge—the why and wherefore of every bolt and nut in an implement is not a bit too much for the man who has to make a living selling the goods. Nor should

his knowledge end here. He should know why and under what conditions to use the various machines, bearing in mind that many newcomers to the Western prairies have much to learn in this regard, and he is logically the man to guide them in the choice and use of farm machinery.

Having acquired this rudimentary knowledge, there is still a great deal of importance to be learned in the implement trade. Knowledge of the needs of the locality, the soil and climatic conditions, and crop prospects are a few things every dealer should be posted on at all times. Last, but by no means least, a knowledge of business transactions is essential. This knowledge will include a simple book-keeping system, the making of notes, taking inventory, preparing invoices and statements, collection of accounts, granting of credit, obtaining credit, taking discounts, cost accounting and so on through the multitude of items which go to make buying implements and selling them at a profit successful.

The accumulation of business knowledge will enable the dealer to take a real pleasure in his work, for it will enable him to take advantage of opportunities and avoid mistakes, to apply industry, economy and wise management.

We cannot think of any better advice, in conclusion, than, "Get knowledge." Without it, you can never amount to much; with it, even if you lose your money, you have the chief requisite for a fresh start.

The Peacemaker. Elbert Hubbard.

Verily, the most necessary thing in a shop, store, bank railroad office or factory, is to keep the peace.

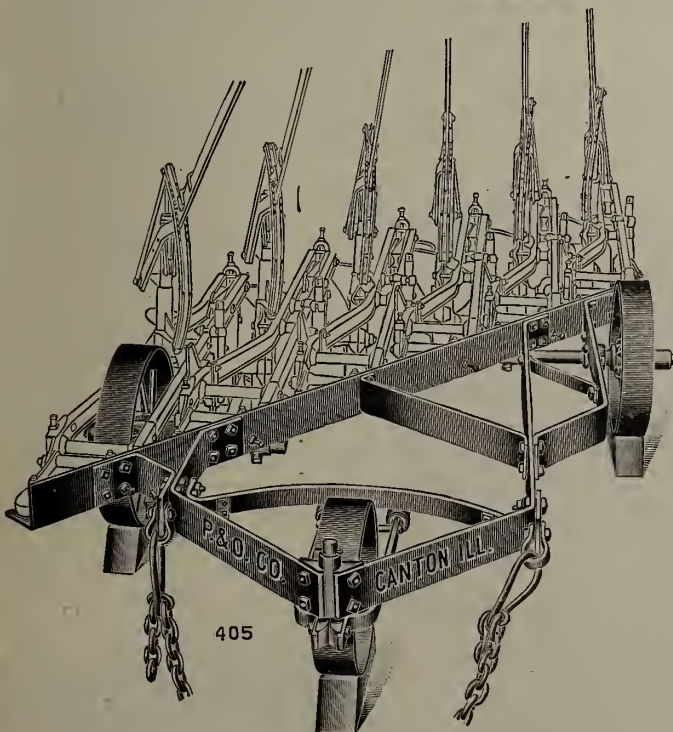
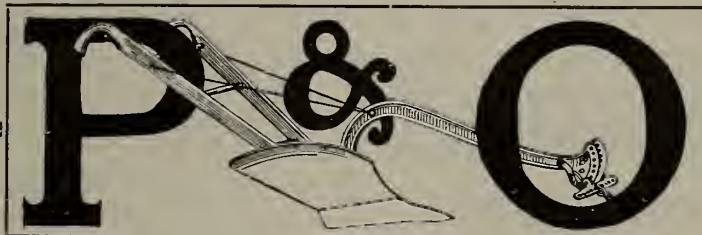
He who scrappeth not with his neighbor, and shutteth up and closeth his gob, is getting a cinch on the foremanship.

And the foreman who smothereth a feud, and turneth the hose on the clique, is already engaged to the proprietor's daughter, and the painter is busy getting ready to put his name on the sign.

Beware of him who dealeth in fairy tales about his fellow workers, and for them maketh life difficult, for he is already putting salt on the tail of a blue envelope.

When business is dull, then is the logical and psychological time to advertise.

A feed grinder and a gasoline engine make an excellent combination to sell. Might hitch on a cream separator, too.



Mogul Engine Plow

This is a view of the P. & O. Six-Furrow Mogul Engine Plow with the platform removed, and with the plowing appliances in outline. It shows the construction of the frame for the five and six furrow Mogul, which is made V-shape in front, taking up nearly all the space between the engine and the platform. This allows the operator to step from the engine to the platform and back again without stepping to the ground. Many of these small plowing outfits are operated by one man, and this feature is one of the time savers to be found on the Mogul. The levers, which have the ends cut off in the illustration, all point to the centre of the platform, and when the operator steps back on the platform, the levers are all within easy reach, and he is not obliged to walk the entire width of the platform.

The P. & O. Mogul Engine Plow is the strongest plow made, and it is backed by an unqualified guarantee. Write for our special catalogue, "Traction Engine Plowing." It will help you decide which Plow you need.

PARLIN & ORENDORFF CO., CANTON, ILLS.
International Harvester Co. of America, Sales Agents for Canada

A Profitable Line.

A dealer who secured an automobile agency this summer assured us that he was surprised at the comparative ease with which he sold several cars. He was also surprised at the handsome profit he netted thereby, and at the fact that so many of his customers made cash payments. This case is not an exception; we merely quote it to emphasize the fact that farmers will buy automobiles if they are thoroughly canvassed and made to understand the advantages of these machines.

The auto in the country is no longer a fad or an expensive luxury; it has proved its value time and again as a business adjunct. Every community in the West probably contains some men who can afford to buy an auto and who really need one. All that is necessary is to point out the superiority of this mode of travel over the ordinary horse vehicle. This is obviously the

opportunity for the implement dealer, if he wishes to get the trade. Persons who are contemplating the purchase of a car will answer the advertisement of some manufacturer if there is no wide-awake dealer in their neighborhood.

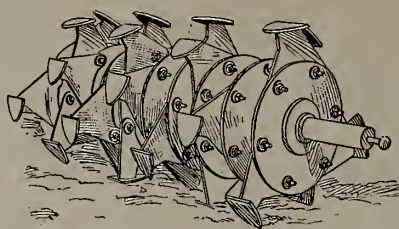
An automobile agency opens up an avenue for developing a very satisfactory and profitable business, and the sale of one car realizes more profit for the dealer than would the sale of a good many of the staple lines, on which the margin is smaller.

Take advantage of your opportunities; don't be a back number.

New Tillage Machine.

A tillage machine which will perform the work of a plow, disk, harrow and roller, tilling the soil in the same manner as can be accomplished with a gardener's shovel and hoe, was recently described before the German Agricultural Society at Berlin.

Three strong wheels with broad rims carry a covered platform, upon the front part of which is a 45-h.p. gasoline engine, making 500 revolutions per minute. The power is transmitted to the tilling mechanism by means of drive chain. This mechanism, which is attached to the machine by means of adjustable arms, consists of a cylinder



provided with disks. Two lateral sheet-steel knives attached to each one of these disks comprise the "hoe." When lowered to the ground, this mechanism will dig itself into the soil in a manner resembling the action of a paddle-wheel in water, digging up clods and throwing them backward against a guard, where they are crushed, finally reaching the ground again shattered to small pieces or thoroughly pulverized.

The adjustment for deep or shallow tilling is simple, and it is claimed that the machine will work in all kinds and conditions of soil. It leaves the seed bed equally well tilled to its entire depth, with the density of the soil particles increasing from the pulverized top layer down, so as to make the passage from loose to firm soil gradual.

Prefer Man'toba Wheat

The Canadian Trade Commissioner at Bristol, Eng., has been investigating the grain trade of that port, with the result that he finds:

As regards wheat, the quality of the Manitoba spring grades is much appreciated by consumers drawing their supplies from the port of Bristol. In the first place the character of the Manitoba spring wheat is the most suitable quality for mixing with English wheat, which is grown in considerable quantities in the counties contiguous to Bristol.

In the second place, consumers are satisfied with the Canadian government's system of grading, which they consider reliable so long as the wheat is shipped

through Canadian ports. They have not the same confidence in Manitoba wheat that is shipped through United States ports, and will not pay within 18c per quarter (480 lbs.) for Manitoba wheat with any United States certificate.

New Steamers for C.P.R.

The Canadian Pacific Railway has placed an order for two new steamships for its Vancouver-Hong Kong service with the Fairfield Shipbuilding Company of Glasgow, one of the most famous firms along the Clyde. The new ships will be of the most modern construction in every respect. They will be 595 feet long over all, and will have a tonnage of about 15,000. They will be equipped with engines of from 16,000 to 17,000 horse power, and will be required to maintain an average sea speed of eighteen knots per hour, and develop on their trial trip a speed of twenty knots an hour. In size a trifle larger than the Atlantic Empresses, the new boats will have accommodation for 1,300 passengers, and will also have a huge freight carrying capacity.

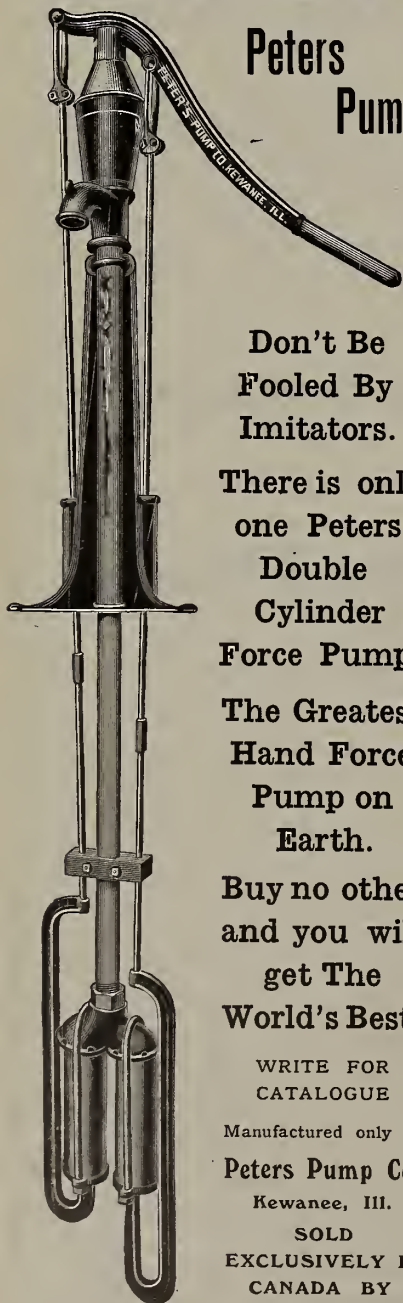
The new boats will be literally floating palaces. They will be luxuriously fitted up, and will undoubtedly materially decrease the running time between Vancouver and the Orient. The boats will be ready in January, 1912, and will cost about \$2,500,000 each, fully completed.

Adding a New Line.

Dealers are sometimes in a quandary as to whether they should put in a stock of some new or special line which has been offered them with strong inducements. This is a proposition which, of course, every dealer has to decide for himself, and will depend on the circumstances. Certain general rules may, however, be laid down to assist in governing such cases. In the first place, if the dealer feels that he cannot bring any enthusiasm to bear on pushing a new article, it would seem unwise to load up with it. Again, if special knowledge is requisite to successfully sell an implement or machine, it is only common prudence to obtain that knowledge before putting in a stock. Manufacturers or jobbers are generally glad of the opportunity to place a sample machine with the dealer for demonstrating purposes at the lowest

The Only Original

Peters Pump



Don't Be Fooled By Imitators.

There is only one Peters Double Cylinder Force Pump.

The Greatest Hand Force Pump on Earth.

Buy no other and you will get The World's Best.

WRITE FOR CATALOGUE

Manufactured only by Peters Pump Co.

Kewanee, Ill.

SOLD EXCLUSIVELY IN CANADA BY

Tudhope, Anderson Co. Ltd.
Winnipeg, Regina, Calgary, Saskatoon

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co.
WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO.,

Factories: St. Louis, New York.

NICHOLSON AND BAIN, Agents,

WINNIPEG, MANITOBA.

Dowagiac Drills & Seeders Are the Leaders

ASK US NOW DOWAGIAC MANUFACTURING CO. YOU SHOULD KNOW DOWAGIAC, MICH.

possible price, and in this way the latter has every opportunity to become familiar with the machine itself and the probabilities of a local demand for same. In just this way the gasoline engine, for example, has been introduced and become so popular in many sections of Western Canada, but not without a considerable amount of hard work and educational campaigning.

A question, therefore, which the dealer must ask himself when urged to handle a new line is: "Can I sell this with a little extra effort and the knowledge I already have as a salesman, or must I become an expert?" In answering this question consideration must be given to the fact that it takes time and study—in quantities varying with the individual—to attain expert knowledge; also, competition may be keen and close enough to make it hardly worth while to expend the energy necessary in introducing the article. Loading a business with a great variety of different lines because a competitor has followed these tactics successfully would be taking big chances, and such a temptation should be avoided, unless the dealer feels absolutely confident in his ability to capture a full share of the trade.

If you contemplate adding a new line this fall, let caution be

the watchword, at the same time remembering that "Faint heart never won fair lady."

Waggons in Holland.

The farming sections of Holland are interesting from many standpoints. One of the things that never fail to attract attention are the farm wagons without shafts or tongues. Horses are hitched to them by leather traces, which are fastened to an iron hook in front, and the vehicles are guided by a curved iron piece which projects from the axle to the top of the body.

When these wagons are heavily loaded it requires considerable strength and toil to turn them in different directions. The sedate farmers, however, respect tradition. These shaftless wagons were used by their forefathers; they were good enough for their grandfathers; they were good enough for their fathers, and they are good enough for them and their sons. If Holland was not a flat, green meadow, however, these wagons could not be used.

The Senator's Contract.

Senator Johnston, of Alabama, owns a beautiful home, surrounded by several acres, in Birmingham, and takes great delight in donning a pair of overalls and a split hickory hat, and working in

the garden. One day a fashionably-dressed woman who had resided in Birmingham only a short time, and had never seen Johnston, called on his wife. No one answered the bell, so she walked out among the flower beds, where the ex-Governor was hoeing some geraniums. He bowed, and she asked him how long he had worked for the Johnstons. "A good many years, madam," he replied. "Do they pay you well?" "About all I get out of them is my clothes and keep." "Why come and work for me," she said. "I'll do that, and pay you so much a month besides." "I thank you, madam," he replied, bowing very low, "but I signed up with Mrs. Johnston for life." "Why, no such contract is binding. That is peonage." "Some may call it that; but I have always called it marriage."

Solid Milk.

The people of Siberia often buy their milk frozen, and for convenience it is allowed to freeze about a stick, which forms a handle to carry it by.

The milkman leaves one chunk or two as the case may be, at the homes of his customers. The children of Irkutsk, instead of crying for a drink of milk, cry for a bite of milk. The people in winter time do not say, "Be careful

not to spill the milk" but "Be careful not to break the milk." Broken milk is better than spilled milk though, because there is an opportunity to save the pieces.

A quart of frozen milk on a stick is a very formidable weapon in the hand of an angry man or boy, as it is possible to knock a person down with it. Irkutsk people hang their milk on hooks instead of putting it in pans, though, of course, when warm spring weather comes pans and pails are used, as the milk begins to melt.

As a result of the present scarcity of milk in the United States, experiments of freezing that fluid are being tried in New Haven, with a view to providing a supply against possible recurrences of the present situation. The plan is to freeze the milk into blocks of two hundred and fifty and three hundred pounds, which may be used as found necessary. At the present time milk dealers must depend solely on the daily output from dairy farms and are unable to allow for any sudden increase in demand or falling off in supply. The new plan if successfully worked out will make the dealers practically independent of either condition, as they will have a reserve supply of the frozen commodity always on hand.

The things that come to those who wait are usually the things that no one else wants.

Sell the Gold Medal Winner

The BIG FOUR "30" won Gold and Silver Medals in gasoline and kerosene classes in the World's Motor Competition at Winnipeg in July, excelling its wonderful record-smashing performance of last year, when it won the Gold Medal. This great triumph, together with our remarkable on-approval sales policy, and backed up by the BIG FOUR "30's" superiority and brilliant record, provide BIG FOUR "30" dealers with many strong talking points no other dealers have.

GAS TRACTION COMPANY

First and Largest Builder in the World of
Four-Cylinder Farm Tractors

Market & Princess Sts.
Winnipeg, Man.

Sold on Approval
We take all the Risks

WRITE TO-DAY FOR OUR WONDERFULLY
LIBERAL AGENCY CONTRACT



Calgary.

C. B. Beals, of Beals, Boar & Beals, Edmonton, one of the best known implement dealers in Northern Alberta, spent several days in Calgary the latter part of October. He reports crops very favorable in that district and conditions good though backward.

C. L. Masecar, manager of The Brantford Cordage Co., at Brantford, Ont., spent a couple of days in Calgary on his annual tour of the West. He was on his return trip from the coast.

J. A. Latimer, Alberta manager of the Cockshutt Plow Co. at Calgary, left recently on his semi-annual visit to B.C. and coast points. He will be away about a month and is accompanied by J. A. Hall, of the Calgary staff.

W. E. Whitaker, sec.-treas. of Gould, Shapley & Muir Co. of Brantford, was a business visitor in Calgary and in company with T. R. Scott, the Alberta manager, visited a number of points in the province.

W. F. Cockshutt, M.P., was another of the Brantford manufacturers to visit Alberta recently. Mr. Cockshutt spent a few days in Calgary with his son, Ashton Cockshutt, who is a member of the Calgary branch staff, after which he went north to Red Deer and Edmonton, returning East via Saskatoon. Mr. Cockshutt is one of the Easterners who show their faith in Western Canada by heavy personal investments out here.

Jas. A. Forrest, blockman out of Medicine Hat for Massey-Harris Co., is able to be up and around after a serious illness from typhoid. Mr. Forrest hopes to be able to resume his duties very shortly.

R. B. Smith, of Gray, Campbell Co., Ltd., Moosejaw and Winnipeg, is at present on his annual business trip to B.C., including Okanagan and coast points.

C. G. Wuthruch, manager of John Deere Plow Co., Ltd., is another of the Alberta managers in B.C. at the present time on a similar business trip.

N. B. Marcil, manager of the Hamilton Machinery Co., is leav-

ing in a few days on a business trip to the Coast and on his return will probably go East for a few weeks.

A. J. Irving, blockman for Massey-Harris Co. out of Lethbridge, has returned from a very important trip East, where he visited his old home in P. E. I. While away A. J. made a certain visit in Ontario which means quite a bit to him and as a result of that stop returned a benedict. We extend best wishes to Mr. and Mrs. Irving.

James Tudhope, of the Tudhope Carriage works at Orillia, was a business visitor in Alberta during the latter part of October. After several days spent with the local branch he left for Edmonton accompanied by S. H. Roe, Alberta manager of Tudhope, Anderson Co. Their company is considering the erection of a distributing warehouse in the Northern City.

The John Deere Plow Co.'s new building has been pushed ahead rapidly until the contractors ran short of steel, delaying the building a week or two. However, they are now at work making up for lost time and the building is rapidly assuming considerable proportions. The company hope to be able to occupy the building in December. The addition is of brick and stone, three storeys and basement, 65 x 100 ft., and their building when completed will be a very creditable one indeed.

T. A. McMillan, of Montreal, vice-pres. of Canadian Fairbanks Morse Co., has been spending a short time in Calgary with the local branch. P. D. McLaren, who has been manager of this Alberta branch for several years, has resigned to go into business for himself, and his successor, F. G. Robinson, formerly of Toronto, has arrived to take his place. Mr. McLaren will open up a wholesale house here known as "P. D. McLaren, Limited," and will make a specialty of grain elevator engineering. He will also job several lines of other goods.

Sir Lyman Melvin Jones, president and general manager of the Massey-Harris Co. at

Toronto, was one of the prominent men of the implement trade to visit Alberta recently. In company with the Western branch managers, he toured Western Canada, stopping at a number of points in addition to the cities where their branches are located. The party, in addition to Sir Lyman, consisted of C. H. Whitaker, manager at Winnipeg; Geo. Forsyth, manager at Regina; Hugh Aird, manager at Saskatoon; Herbert Baker, manager at Edmonton and A. W. Trickey, manager of the southern Alberta branch at Calgary.

In visiting personally the different parts of the three western provinces, they were able to form a good general impression of conditions. Taken on the whole, their opinion of the West was that a very fair average year would be the result, although up until about harvest time the year gave promise of being a record one, the realization was somewhat disappointing. A noticeable feature was the fact that some sections obtained splendid results while other districts not far distant often were the opposite.

The serious twine situation reported in last issue is now a matter of history. A couple of days after the particulars of that situation had been sent Canadian Farm Implements a rather long spell of bad weather with snow and rain was experienced which prevented further harvest operations for some time and permitted several cars of twine which were on their way to Alberta by express and fast freight to arrive, with the result that what might otherwise have been almost a serious calamity was averted and while some crop was cut without binding, most of those whose crops came up after the snow were able to get twine. On the other hand, unfortunately, a great many crops did not come up after the storm, with the result that a great deal had to be cut one way and a great many acres had to be cut with mowers for green feed.

General conditions throughout the province are very backward

—harvest having dragged along very late owing to unfavorable weather at the season that good weather was wanted—and the result is that threshing is only now becoming general, almost a month later than usual. The results are rather contradictory from various sections. While a large proportion of the grain throughout the province was touched with frost there are some sections from which excellent reports and results are coming, although on the whole the grain, generally speaking, is going to be away below the average in quality and grade. Very little grain has passed the grain inspector grading better than 2 and 3 and the great proportion of it much lower even than that.

However, the redeeming feature of the situation is that even in face of the harvest conditions, the yields have usually been very good and the prices are high, so that even with the grades away lower than usual a great many farmers will make as good a showing and profit as in the average year while not a great many of those whose crops were not hailed or otherwise actually destroyed will lose very much.

The result is and will be slow collections and at the present time it is very difficult to hazard a guess as to what the final percentage of collections will be. However, they are almost a month late to start with and in the course of another two or three weeks the final results will be more clearly estimated.

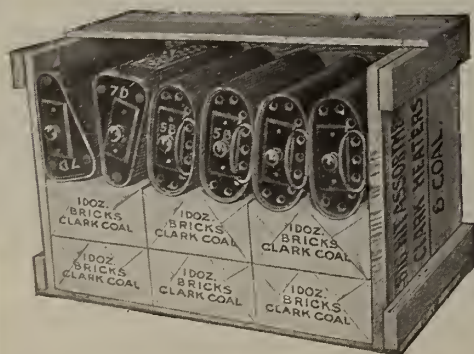
A great deal of fall plowing is being done and if the fall keeps open as long as usual a larger percentage than usual of the plowing will be done.

Cream separators are a line that practically know no season or locality. They are good anywhere at any time. Every family that keep two or more cows is a possible customer. Are they all supplied in your locality? If not, circularize a little.

Be honest with your competitors and your customers will learn to be honest with you.

THE "BIG HIT" ASSORTMENT OF CLARK HEATERS

Sell Fast on Cold Days



This assortment consists of the following:—

- 2 Clark "Leader" all metal heaters, 2 Clark No. 5B carpet covered heaters,
- 2 Clark No. 7D triangular carpet covered heaters with side and end ventilators,
- 6 dozen Clark brickettes, best quality.

Order one or more of these assortments now and display them when the first cold weather comes along and you will be surprised at the way in which they sell. All leading jobbers in Canada supply them. Write for our new 1910-11 Catalogue

Chicago Flexible Shaft Co., 237 ONTARIO STREET CHICAGO



Made in the West for the West. All sizes
—Power and pumping

"Manitoba" Windmills are made in all sizes for both power and pumping purposes. Known all over Western Canada as the Strongest and Best Windmills in the World. Why not buy direct from the factory, saving heavy freight and duty charges, and jobbing house profits.

THE Manitoba
LINE is complete
The most attractive proposition ever offered to dealers



4 and 7 h.p. Vertical Hopper-Cooled.



5 1/2, 7 1/2 and 10 h.p. Horizontal Hopper Cooled.

We manufacture a complete line of hopper cooled Gasoline Engines from 1 1/2 to 25 h.p., both horizontal and vertical, stationary and portable. Also the new 1 1/2 h.p. air cooled Manitoba Pumping Engine, a remarkably fast seller.

Write for Agency Terms

The Manitoba Windmill & Pump Co., Ltd.

BOX 301, BRANDON, MAN.

CALGARY, ALTA.

GRAND TRUNK RAILWAY SYSTEM

Excursions

Eastern Canada

Daily During December—Return Limit, Three Months.

Winnipeg to Stratford, Guelph, London, Woodstock, Brantford, Niagara Falls, Hamilton, Toronto..... **\$40.00**

Lindsay, Peterboro, Port Hope **\$42.00**

Belleville, Kingston, Brockville, Pembroke, Ottawa, Montreal. **\$45.00**

Proportionately low Fares from Western Canada to Eastern Canada Points.

HOME VISITORS (United States)—Daily during December. Return limit three months. Chicago, Ill., Peoria, Ill., Cedar Rapids, Ia., Kansas City, Mo., St. Joseph, Mo., St. Louis, Mo., Omaha, Neb., Milwaukee, Wis.

TO EUROPE

Daily, November 10th to December 31st; return limit five months. Special low fares to Atlantic Seaports. Through Tourist Cars from Edmonton, Alta., to Portland, Me., direct to dock of connecting steamers, via Grand Trunk Pacific, Chicago and Grand Trunk Railway System.

Free Side Trips. Stop-Overs Allowed.
Electric-Lighted Sleepers and Diners.

Attractive Route,
Smooth Road Bed, Double Track.

SEE NIAGARA FALLS

Rates, Reservations and Full Particulars from:

W. J. QUINLAN, District Passenger Agent,

Phone: Main 7098

260 Portage Avenue, Winnipeg.

GRAND TRUNK PACIFIC

25th Annual Series of EASTERN EXCURSIONS Via the

Tickets
on sale
daily
December
1 to 31,
1911.

Good for
return
within
three
months.



Stopovers
within
transit
limits
at all
points
east of
Port
Arthur.

From	To Toronto, Hamilton Sarnia, Windsor	To Montreal, Ottawa, Kingston, Belleville	To St. John, N.B., Moncton, St. Andrews, St. Stephen	To Halifax, N.S.
Winnipeg.....	\$40.00	\$45.00	\$59.50	\$63.45
Brandon.....	42.70	47.70	62.20	66.15
Regina.....	47.15	52.15	66.65	70.60
Calgary.....	59.90	64.90	79.40	83.35
Lethbridge.....	59.35	64.35	78.85	82.80
Nelson.....	83.25	88.25	102.75	106.70
Edmonton.....	59.90	64.90	79.40	83.35
Saskatoon.....	49.60	54.60	69.10	73.05

Corresponding fares from all Stations in Ontario (Port Arthur and west), Manitoba, Saskatchewan, Alberta, (Calgary, Coleman, and east, including all branches) and British Columbia (Midway, Nakusp and east, including branches in Kootenay district), also corresponding fares to all stations in Ontario, Quebec, New Brunswick and Nova Scotia.

STANDARD AND TOURIST SLEEPING CARS AND DINING CARS ON ALL THROUGH TRAINS.

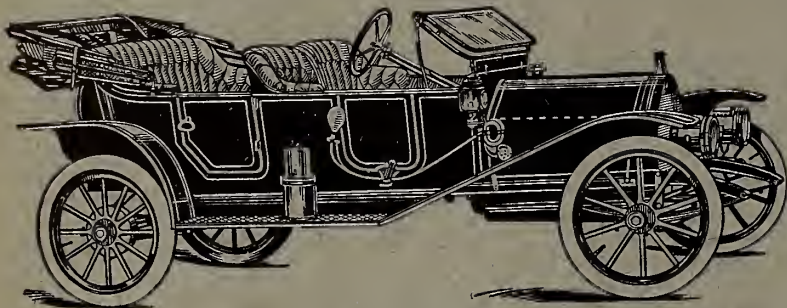
For full information as to fares, train service, tickets, and sleeping car reservations, apply to nearest Canadian Pacific Railway Ticket Agent or write to C. B. FOSTER, General Passenger Agent, Winnipeg, Man.

Reo Supremacy



Reo Torpedo \$1,350 Reo Touring Car \$1,425
F. O. B. Winnipeg, High Fore Door, Top and Front Complete

Implement Dealers who do not sell automobiles are missing the best proposition within their reach. For the coming season we can let you into the automobile "Game" so that you cannot help but make money. We control the best and largest line of autos in Western Canada.



1912 Hupmobile touring car complete with top, front, three oil lamps, gas lamps, generator and fore doors: \$1065.00. Runabout same equipment \$900.00. F.O.B. Winnipeg.

We can make immediate deliveries.

JOSEPH MAW & CO. LIMITED,
WINNIPEG, CANADA

CENTRAL INSURANCE CANADA

BRANDON

Operating in
Manitoba, Alberta, Saskatchewan

Subscribed Capital, \$365,000.00

Substantial Cash Deposits with
THREE PROVINCIAL GOVERNMENTS

FIRE INSURANCE

All classes of desirable risks insured.

PURE-BRED REGISTERED
LIVE-STOCK INSURANCE

Protection against loss from accident and disease.

Full information on application to any
Local Agent, or
The Head Office of either Company.

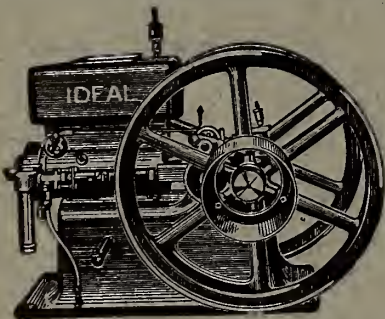
INSURE WITH HOME COMPANIES

THE ALBERTA-CANADIAN
INSURANCE CO.
EDMONTON

THE SASKATCHEWAN
INSURANCE CO.
CANADA

REGINA

Have You Proved the "IDEAL" Line?



If you are seeking THE VERY BEST you can procure for a moderate price in a handy all-purpose

Gasoline Engine

get "THE IDEAL." It will fit into every job on the farm—supply all the power you want at the smallest outlay, and is the greatest fuel-saver of them all.

Stationary or Mounted—1½ to 50 H. P.

The "IDEAL" Wind Engine

Made in 12, 13, 14, 15 and 16 feet sizes, is the standard wind power machine in Western Canada. There are more of them in use than all the other makes combined.

Made of the finest material, it has proved itself on thousands of farms to be faultless as a wind-engine.

The Imperial

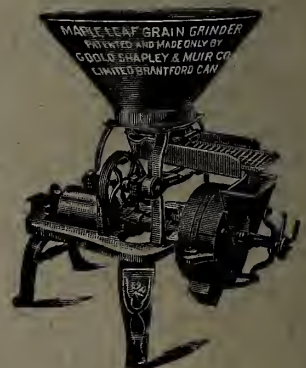
is positively the greatest windmill pumping success ever designed, and constructed for REAL SERVICE. Its perfect gearing is an assurance of perfect satisfaction and long life. It will resist any cyclone that has left another building standing in the vicinity.



The "Maple Leaf" Grain Grinder

is the most efficient and the most reasonably priced feed-mill in existence. Known all over Canada, you have no difficulty in ascertaining its rating. Built of unusual strength to a design that makes it exceptionally easy on power. Provided with sectional plates, and all wearing parts are lathe-turned. Large hopper capacity. An Endless Belt can be used with this grinder.

Made in six sizes:
6, 8, 10, 11, 13, 15 in.



Goold, Shapley & Muir Co., Ltd.
Brantford WINNIPEG Calgary

Write for Catalogue, and also for details of our Matchless GASOLINE PLOWING ENGINES, 20 and 35 H. P.

CANADIAN FARM IMPLEMENTS

VOL. VII., No. 12

WINNIPEG, CANADA, DECEMBER, 1911.

SUBSCRIPTION PRICE IN CANADA { Per Year, \$1.00
Per Copy, 10 cents

Union Bank of Canada

Paid-up Capital - - \$ 4,762,000
Rest and Undivided Profits 3,591,000
Total Assets (Over) - - 57,000,000

London, England Office
51 Threadneedle Street, E.C.

A Branch of this Bank has been established in London, England, at No. 51 Threadneedle Street, E. C., where Letters of Credit and Drafts payable at all important points in Canada and the United States, can be purchased and Money Transfers arranged.

A Visitors' Room is provided for the convenience of clients of the Bank when in London, to which their mail may be addressed.
Correspondence solicited.

London Branch: { F. W. ASHE, Manager.
G. M. C. HART-SMITH,
Assistant Manager.

The Dominion Bank

HEAD OFFICE: TORONTO.

Capital Authorized \$10,000,000
Capital Paid up \$4,700,000
Reserve funds and undivided profits \$5,700,000

Agents and Branches throughout Canada.
A General Banking Business transacted.
Special attention given to Savings Accounts.

Savings Bank Department

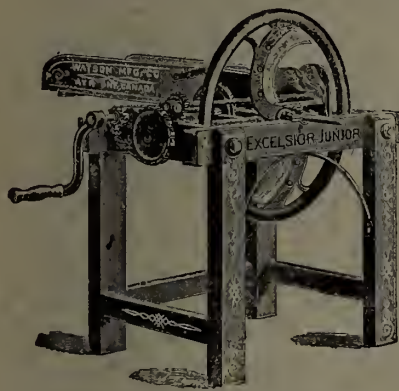
In connection with each Branch:

Winnipeg Branch:

F. L. PATTON,
Manager.

G. R. HERON,
Ass't. Manager.

THE FEED CUTTER THAT LEADS



the market is the one you should handle. WATSON'S cut perfectly. Made in seven styles and sizes. Excelsior Jr., as illustrated is suited for hand or horse power or can be driven by engine or windmill. Has start, stop and reverse lever. Write us to-day for proposition to dealers.

John Watson Mfg. Co.
LIMITED

CHAMBERS AND HENRY STREETS, WINNIPEG

SELL SUPERIOR SAWS.

WATSON'S Pole Saws have heavy steel shafts and boxes, solid fly-wheel and three pulleys, strongly braced frame and firm even "sit" on the ground

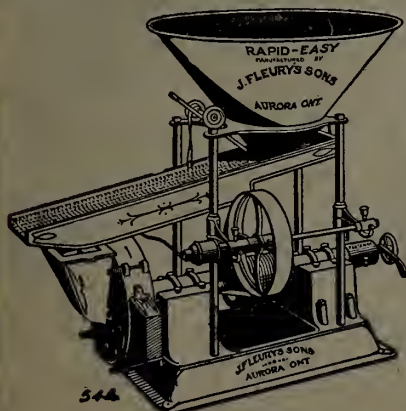
WATSON'S Cordwood Saws are specially designed for the purpose. and are equipped with ratchet pulley. Regularly furnished with 26 inch saw.

WATSON'S saws are easiest and safest to operate, strongest on the market and tempered so they STAY SHARP.



Write for
Prices
and
Terms.

GOOD LOOKING?—AS GOOD AS IT LOOKS!



For CUSTOM WORK—MODERATE in price—unsurpassed in mechanical construction—and in QUANTITY OF GOOD WORK.

This machine is one of the large line of FAMOUS "RAPID-EASY" GRINDERS, that do MORE WORK THAN OTHERS—WITH SAME POWER.

JOHN DEERE PLOW CO., Ltd.

Western Agents,

Winnipeg, Regina, Saskatoon,
Calgary, Edmonton, Lethbridge.

J. FLEURY'S SONS, Aurora, Ontario, Can.

Trade Getters

"Ideal" Iron Pumps.

Double Cylinders, solid brass galvanized head, easy, fast pumpers.

"Florence" Wood Pumps.

Tennessee Poplar, best on earth for shallow wells.

Thresher Belts.

Stitched Cotton Duck, stand abuse, and have good grip.

Power Outfits for Blacksmiths.

We are leaders in this line. Can supply outfit complete, including the "LITTLE GIANT" Trip Hammer.

Has your local blacksmith a power outfit? If not, better see him about it, and write us.

A post-card will bring full information and prices.

MELOTTE CREAM SEPARATOR CO., Ltd.

Box 3006

WINNIPEG

Armstrong Cutters.



No. 32 Portland Cutter

Jumper Cutters
Piano Cutters
Portland Cutters
Democrat and
Delivery Sleighs

Catalogues and Price Lists furnished on request.

The J. B. Armstrong Mfg. Co. Limited, Guelph, Canada.

Office and Showroom: 179 Bannatyne Street, Winnipeg. Phone M 3738.

Western Stocks at Regina, Saskatoon and Calgary.

SUPERIOR HOOSIER KENTUCKY.

Superior
Disc Harrows
on wheels.

Nothing like them

Work like a charm

Send for Catalogues.

The American Seeding-Machine Co.

Incorporated

King and James Sts.

Winnipeg, Man.

Always have held first place

There is a good reason

They meet every
requirement.

GRAIN DRILLS

Implement Dealers

You will have a cinch in 1912 if you sell Machines backed by the Sawyer-Massey service.

YOU may not be aware of the fact, but the volume of our business this year has demonstrated that we are building the Machines the farmers want and are going to have.

Orders have rolled in upon us to such an extent that, had it not been for our perfect service, and the fact that the capacity of our factory has been nearly doubled, we should have been completely swamped. As it is we have not been able to fill some of our late orders in some lines.

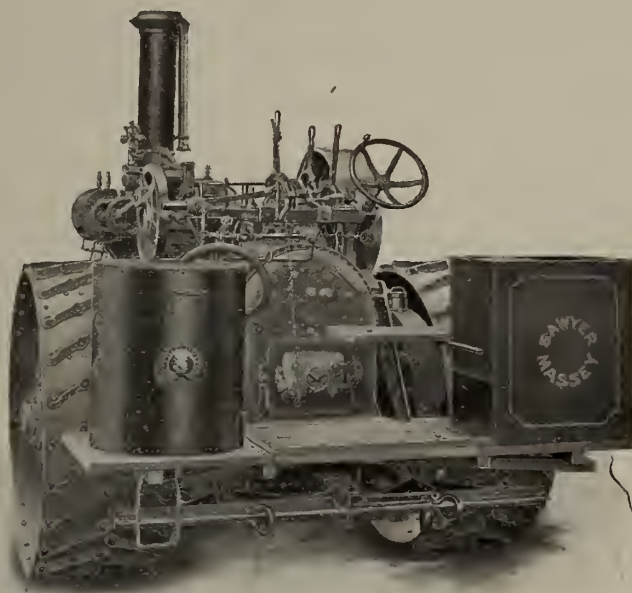
Have you ever given our line any thought? Do you know what we build? Our machines are listed below. Read what follows, it will interest you.

Steam Engines

22 and 25 HP simple cylinders

27, 30 and 32 HP compound cylinders

22, 25, 27, 30, 32 and 35 HP simple cylinder, rear mount.



Gasoline Engines

New Sawyer - Massey 45 brake horse power tractor.

British-Colonial, or Marshall tractors, 35 and 70 brake horse power.

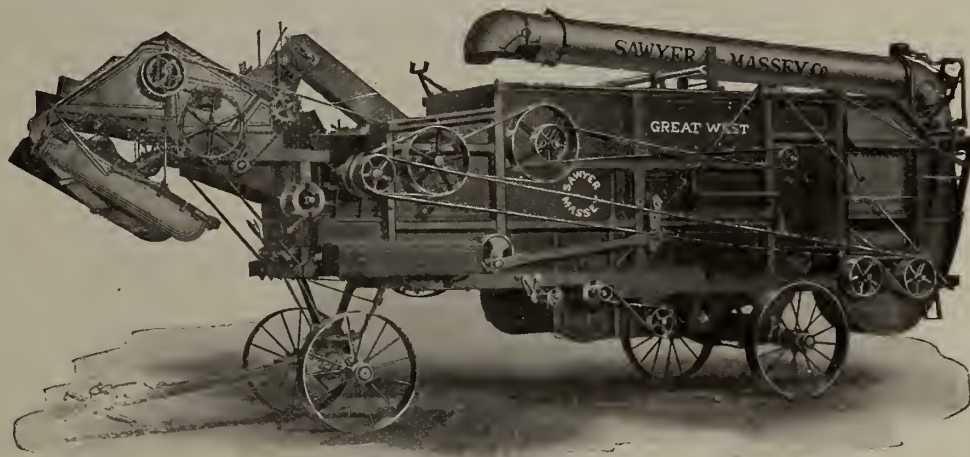
YOU should KNOW what we are DOING. YOU should SEE our NEW Catalogue. It tells a big story of the unparalleled success of a big progressive Company.

It's a CERTAINTY, selling SAWYER-MASSEY MACHINES in 1912 will pay you WELL.

We have enlarged our plant, increased our warehouse and shipping facilities, increased our advertising and selling organization, and added three more lines to our already large line of machines.

Great West Separators

in 7 different sizes.
Suitable for all kinds
of work.



Daisy Separators

in two sizes, especially adapted for Gasoline power.

The ECLIPSE SEPARATOR for horse power, especially suited for the individual farmer's use, and may be run with a 10 to 12 horse power gasoline engine. Sweep and Tread Powers and Stook Loaders.

ROAD MAKING MACHINERY. Sawyer-Massey Reversible Road Graders, small Two Horse Junior Grader and Leveller. Complete Rock Crushing Outfits.

Live agents in all parts of the country are after our contract, many have already secured it. We may not yet be tied up in your district. Let us hear from you. WE HAVE A REAL LIVE CONTRACT FOR THE LIVE DEALER. WE ARE OUT FOR BUSINESS IN 1912.

Sawyer-Massey Company, Ltd.

Head Office and Factory: Hamilton, Ont.

Western Branch: Union Bank Building, Winnipeg, Man.

You are losing Money

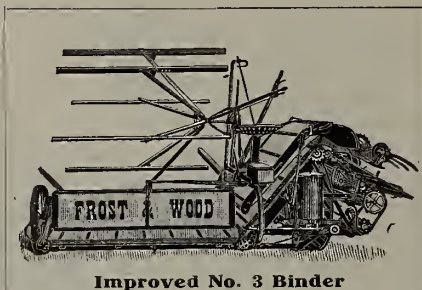
Unless You Handle the

FROST & WOOD

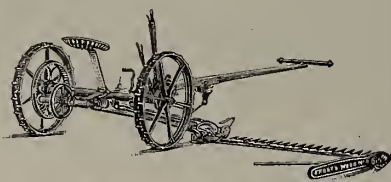
line of Agricultural Implements. You are foregoing hundreds of dollars annual profits, and—remember this—that there are undeniable reasons why no other Implements can take the place of the Frost & Wood line, either in service to the farmer or as a profit-earner for the Dealer.

We are exclusive Frost & Wood Agents for Western Canada, and if you will write to us to-day we will give you a clear idea of why we want YOU to handle their goods. Right now, at the very beginning of the most effective advertising campaign we ever conducted, is the ripe time for YOU to get the details and decide.

For more than a generation Frost & Wood have followed the making of perfect Implements, and the result is that they are favourably known everywhere. Abreast with the times, in the



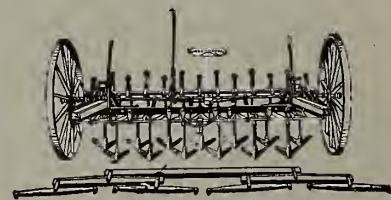
Improved No. 3 Binder



Standard No. 8 Mower



Tiger Rake



Climax Cultivator

lead with modern improvements, they are

GOOD SELLERS

at a

GOOD PROFIT.

Combine the Cockshutt line with the Frost & Wood, and there is **NOTHING** in Farm Implements that you cannot supply.

Better Binders, Mowers, Rakes, and Cultivators cannot be made. **BETTER THAN OTHERS THINK NECESSARY** is the rule that applies to these Implements and every step in the process of manufacture.

Write us **TO-DAY**, and we will give you important information that you should have **RIGHT NOW**.

Sole Agents for Western Canada

Cockshutt Plow Company, Limited

Branches: Winnipeg, Calgary, Regina, Saskatoon

Distributing Warehouses: Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie

Increase Gross Sales and Net Profits

during the coming year and be a **COCKSHUTT DEALER!**

The name **COCKSHUTT** has grown up with the Country, [and] the [Implements bearing that name enjoy a sale greatly in excess over any other make. Hundreds of Dealers have made **COCKSHUTT IMPLEMENT POPULARITY** an asset to their business: **TRADE SUPPORT IS THEIRS!**

Are **YOU** one of them?

If not, it is **NOW** time for you to look into the boundless opportunities which the Cockshutt line offers you for 1912. For we are making new customers for our Implements in **YOUR** community. These ought to come to **YOU!** With just a short letter from you—or even a postal card—we can help you make **MORE CUSTOMERS.**

Write us to-day.

Meanwhile, we are telling **EVERYBODY IN YOUR COMMUNITY** about Cockshutt Implements and Cockshutt Quality through great Farm Papers, Newspapers and other publications. 1912 is going to be a great Cockshutt year, and **YOU** can reap the benefit by becoming a member of the Cockshutt commercial family.

Don't put off that letter a day!

JEWEL GANG

Famed as "**THE WORTHY LEADER OF A POPULAR LINE.**"

There is not a good point in any plow which you do not find in the Jewel Gang.



Jewel Gang.

The Jewel Gang embodies all that is latest and best in Plow building. A fine seller—always in demand.

COCKSHUTT COMBINED PULVERIZER AND SUB-SOIL PACKER.

Latest product of the Cockshutt factory, patented and made exclusively by us.

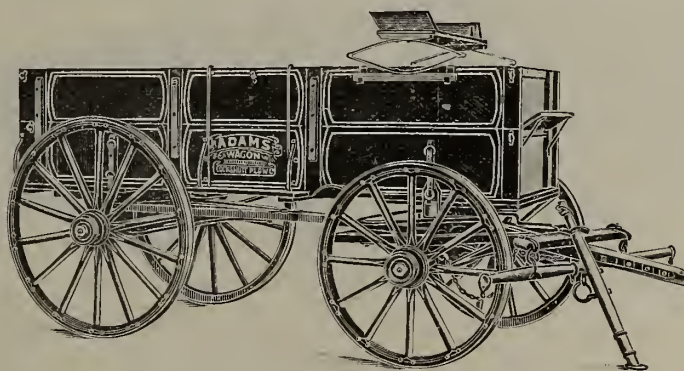


Cockshutt Combined Pulverizer and Sub-soil Packer

We could not nearly meet the demand last year, and the prospects are that this year we will have to treble the output. Works with a precision that is remarkable and **SEES THE WORK THROUGH.** A great seller at a good profit.

ADAMS STANDARD WAGONS

Just what your trade wants. More special features, more talking points, more satisfaction than in any other Wagon.



Adams Standard Wagons

An enormous and ever-increasing trade is the constant result for all Dealers who handle the Adams.

Cockshutt Plow Company, Limited

Branches: Winnipeg, Calgary, Regina, Saskatoon

Distributing Warehouses: Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie.

An Accurate Seeder Produces Big Crops

Handle the **COCKSHUTT DRILL**: A GREAT SEED SAVER and CROP INCREASER. A PERFECT Seeder in wet or sticky soil.

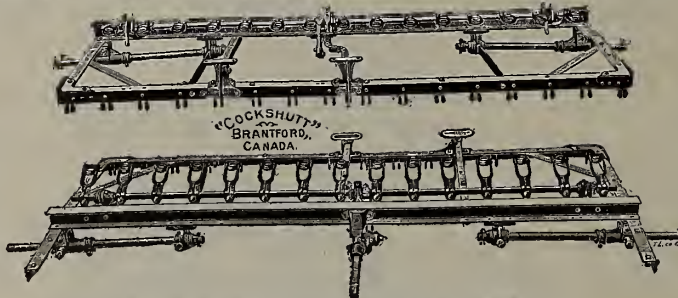
It plants the seed so that the grain will grow up firm and absorb the moisture and nourishment of the soil better. Frame built of high carbon steel, with reinforced corners. A rigid I-Beam, which like a steel bridge girder extends the full width of the machine, keeps it from sagging in the centre. Positive force feed, driven by a short steel chain from the axle. Made with Single Disc, Double Disc or Drag Shoes.

No clogging troubles with the discs. Each disc is six inches apart with seven inches stagger. Sods pass through without bunching, no matter how wet or sticky the soil.

Oil cannot leak out and dust cannot get into the bearing. All important bearings are fitted with compression grease cups, a perfect oiling device which you do not find in any other Drill.



Cockshutt Drill. Fitted with Single Disc, Double Disc or Drag Shoes. (Interchangeable.)



Frame of the Cockshutt Drill, showing I-Beam.

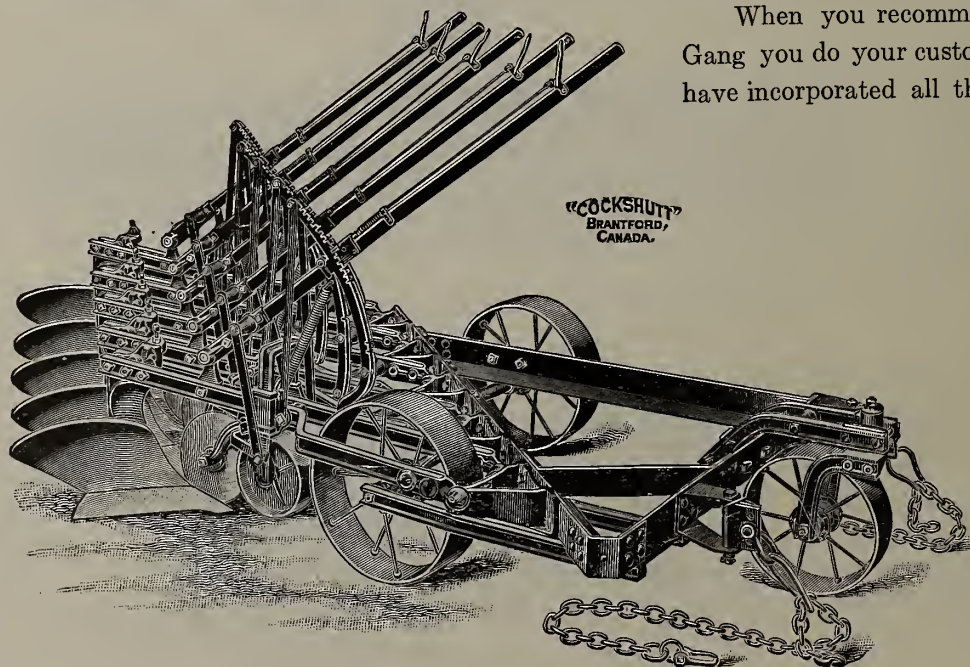
Wheels are bolted to the short axles, which run in self-aligning bearings and which are set at the correct angle to give proper pitch and gather to the wheels.

The frame is without doubt the strongest in any drill. The I-Beam,—the supreme feat in Drill building—as you see it in the illustration, puts the Cockshutt Drill head and shoulders above the rank of other Drills, with their common faults and drawbacks, and places it in a position altogether its own.

A great seller.

THE COCKSHUTT ENGINE GANG

Only one thing can explain the wide-spread and continually increasing use of the Cockshutt Engine Gang and that is: "The universal adaptation for the work for which they are intended." "Use a Cockshutt and get exactly the result you want in the most economical way, in the shortest possible time"—is a true slogan.



The Cockshutt Engine Gang.

When you recommend a Cockshutt Engine Gang you do your customer a good turn, for we have incorporated all the possible qualities that tend to make a plow excellent in its work, economical in its service and profitable to its owner.

The great advertising campaign to be conducted during 1912 and the generous selling plan make Cockshutt Engine Gangs to be depended upon for steady activity.

WRITE FOR THE AGENCY TO-DAY.

Cockshutt Plow Company, Limited

Branches Winnipeg, Calgary, Regina, Saskatoon

Distributing Warehouses: Red Deer, Lethbridge, Edmonton, Brandon, Portage la Prairie.

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An Expert on the Cost of doing Business.

At the Illinois Dealers' Twelfth Annual Convention, held at Peoria, Ill., Oct. 10, 11 and 12, E. W. McCullough, president of the Cost Educational Society, spoke as follows:

COST OF DOING BUSINESS.

A leaking barrel that loses but a drop at a time does not attract the attention that the opening of flood gates would in a dam, yet, if both are left to themselves, the result is the same, namely, the supply becomes exhausted. So with a business. A merchant may do business recklessly, making large losses and fail within a short time, and we talk about the foolish things he did which brought about his downfall, yet there are many, many businesses today of the leaky barrel character, operating on an inadequate profit, in fact, getting none at all in some lines, which are as certainly on the road to failure as the man I have just mentioned, only the results are a little slower in arriving. Still none of these men went into business to fail, and undoubtedly none of them had any idea he was going to.

It is axiomatic that a business to be successful must accumulate something above the cost of the goods and the expense of conducting it, yet how many merchants expect to come out ahead by chance or guess work. These invariably look to their competitors to set the pace, which they follow under the belief that they must do so because it is meeting competition; yet all the time they are like a leaky barrel, dropping a little a time until the end is reached. The cost of doing business, like the high cost of living, has been mentioned so frequently by the press and speakers all over this country, that it has gotten to be a by-word, yet it refers to inflexible business rules, which, if violated, bring their penalties with the greatest certainty.

If the implement business were to be conducted on a cash basis, there would be fewer men in the business, but more of them would be successful, and it would not take so long a time to determine whether success was

to come or not. However, the time element in the implement business is a constant and necessary factor which has to be taken into consideration, and this very fact emphasizes the necessity for adequate cost accounting.

I merely mention the foregoing, not to discourage you, but to emphasize the importance of the subject with which we are dealing. Literally the cost of doing business means nothing more than taking into account all of the expenditures of your business and properly distributing them in making the selling price of your goods, so that each sale will return to you a profit over and above the expense contingent to it. The simple rules formulated by the Cost Educational Association, which I venture to say you have seen many times, can be followed with perfect safety by either the smallest or largest merchant, and can be used without unnecessary expense or trouble, and they cannot be ignored without danger to your profits and your business, for unless you know how to be certain that your prices return to you the cost of the goods, the expense of handling them and the profit, it goes without saying you are making a loss. If you do not insure your profits in this way it will not help matters to excuse your failures to do so with the time worn plea that you "had to meet competition," for if you know that your competitor is selling at a loss you are simply committing commercial suicide by following his lead, for even if you do not make sales, you still have the goods which are worth first cost and freight, whereas in making an unprofitable sale you have lost, and really paid for having them taken away.

In calling attention to the various items included in the list of things which should be considered in figuring costs, I wish to impress upon you the importance of rent, a salary for the proprietor, depreciation of fixtures, donations and subscriptions for civic enterprises, and interest on the total investment.

We may now turn to other phases of the subject which have a bearing on the costs of doing business, and which relate to the conduct of the business, in order that it may yield the best returns. In the manufacturing and wholesaling of all lines, manufacturers and merchants are straining every nerve to reduce their costs of production and distribution, and with the prevailing complaint of high prices, the demand that the retail business be treated in the same way is already upon us. You should make a monthly analysis of your costs of doing business and seek to reduce them in every legitimate way. This does not mean that you should not pay your help fair wages or that you should be stingy or mean, but simply that you should eliminate all waste and lost motion.

Mr. Taylor, of Scientific Management fame, discovered that a crowd of laborers shoveling cinders into a car could do more work in less time by his furnishing them a different size scoop shovel than those which they were using. This meant considerable saving to the concern without reducing the pay to the men or causing them to exert themselves unusually. Perhaps you may have some leaks around your establishment which can be stopped in somewhat the same manner.

Then there is another way in which the expenses can be kept down, and that is the increasing of your gross sales, which can be done in many cases without increasing your expense account. Every retail merchant will find that during the year there are several periods during which neither he nor his help are busy, possibly because the lines he has been adhering to are not in demand at such times. He, therefore, should study his stock and watch the market for articles which can be taken on to fill in such dull times, even though they may not be sufficiently profitable to warrant him carrying them constantly.

Again, it will pay you to study your trade, to learn whether or not you are getting all of it you possibly can. Generally you will

have time for this study, particularly if you handle implements and vehicles exclusively, and even though you may also combine these lines with the handling of hardware.

We hear much complaint relative to the canvassers sent out by manufacturers and others to stimulate trade for them; if possible, more trade than they have been getting through the efforts of their local dealer, yet it must be admitted that although some may consider these canvassers as a convenience and an assistance, they are there primarily to promote the interests of their employers.

I have no desire to enter into a debate as to whether or not it is wise to receive the assistance of canvassers in one's territory, but rather the question as to how a dealer may establish and permanently hold his trade.

While travelling in the south several years ago, in the interests of our organization, I learned of a rather unique yet, I believe, wholly practicable plan of building up permanently an implement business. The owners of a concern located in a fairly prosperous county, handling implements and vehicles, found, as already remarked, certain seasons of the year when there was little to do, and finally concluded to employ that time in getting better acquainted with customers. They drove out to the first farmer and proposed to him that without any expense to him they would inspect twice a year his farm machinery and equipment and make a report to him of its condition, whether or not there were any broken castings, or other repairs needed to put it in proper shape, and he could buy these repairs from them or not, just as he saw fit. As they were not strangers to the farmer, he readily consented to the proposition, and on the first inspection they found that he needed over \$15 worth of repairs, which, it is needless to say, he ordered from them. This was repeated from farm to farm, and although it took considerable time to make the rounds, they found it exceedingly profitable. It also enabled them to make a list of all

the farmer's equipment, to note its condition, and when he would be likely to need new tools, and it also incidentally gave them an opportunity to talk improved machinery to replace some he had which was entirely out of date. It also did another thing; it put them next to this farmer before any other canvasser or solicitor could reach him. I was informed that their repair business alone was exceedingly profitable, and that they had very little spare time on their hands during the entire year. Of course, it meant work, and they had to be in the country considerably, yet it was far more profitable than sitting on their nail keg outside of their establishment while the horses were eating their heads off standing in the barn. I do not know whether the repeating of this incident is interesting or suggestive to you or not, but I assure you that it is offered in the kindest possible manner.

I do not pose as a business doctor, but there are a few things about the implement business, gained after many years of study and experience, that seem to me vitally essential to its success. The first is: Close attention to the keeping down of business expenses and at all times having a complete record of them. The second is: To be thoroughly acquainted with your territory and the possibilities of trade in it, and as far as possible, plan to look after it yourself, for the personal element in the making of all business transactions is yet an exceedingly strong factor.

Do not be afraid of finding your costs of doing business, if you have not already done so, simply because it involves some work, for I know of no plan whereby you can make a success of business or anything else without work; but can assure you that after you have once gotten your records in such shape that they reveal to you the true condition of your business in every respect, no one could induce you to handle it in any other way.

Electric Motorcycle.

Motorcyclists who object to the trouble of starting the gasoline-driven cycle, or to its galling-gun-like exhaust, will welcome a new type of electric motorcycle which is being introduced, and which, it is claimed, will run from 75 to 100 miles on a single battery charge, start instantly on the turn of a switch, and run absolutely without noise.

The motor, which is located under the seat, drives the rear wheels by means of a chain and sprocket wheels.

People who marry for money earn every penny of it they get.

Assembling a Card Index.

How to Keep a Record of Customers, Past, Present and Prospective.

By R. V. Lull, in System.

Profits are not alone made in selling. Economies in cost, labor and time—insurance against misdirected effort and misapplied selling plans—offer opportunities for money-making as well. But these opportunities are only made possible through convenient and accurate checks on routine work.

A retail dealer must keep certain records if he is to plan his selling campaign effectively. Obviously he wants these records always up to date and placed at his finger tips. This does not necessarily involve a detailed or an expensive system.

Aside from the records of the bookkeeping department, only three classes of records are usually necessary; first, the records that keep track of selling possibilities; second, the records that are needed for convenience and economy in the handling of advertising; and third, the records that keep track of appliances rented, placed on trial, or loaned.

HOW ACCURATE RECORDS OF SALES POSSIBILITIES ARE SECURED AND KEPT.

The first class of records places a check upon the work of salesmen, clerks and repair men. Besides this it keeps track of four different kinds of sales possibilities: prospective buyers, trial customers, regular customers, and old customers who have ceased to buy; and all of these records may be assembled and cared for through the use of one single card file, if this is properly arranged. The cards for this file may show all the records for selling possibilities, arranged in a simple alphabetical index list of individuals or firms. Then the record shows, in a compact, convenient form every step in the selling campaign for orders from each individual card.

The source from which the prospect is secured, whether the name comes through a visit to the store, a call of the salesman, or through a written inquiry, is indicated by a check mark. Advertising literature and letters sent, or salesman's calls are also indicated in spaces provided for these purposes. Plans for future follow-ups may be added, and the best suitable time can be indicated by a metal clip placed on the top of the card. Calls made and calls to be made on prospects by both the salesman and repair man can be indicated as readily. The dates of calls made, as well as dates for future calls may also be shown.

Other spaces may be provided which offer an opportunity for tabbing records of trial sales, periods and cost of trials, the kinds and prices of goods tried,

purchased or needed, and any other information which will be of use to the dealer in the future plans for following up business. If sales entries are wanted to give credit to the particular clerk or salesman handling the transaction, an indicating number or a check mark may preserve this information in a proper space.

HOW ALL THE GATHERED INFORMATION IS ENTERED ON ONE CARD.

An immense amount of detail has been simplified and reduced to the most convenient form through the use of this customer card. On it is written all information relative to prospective sales, sales made, and such other information as should be kept on record for the use of the dealer, the salesman, or the repair man.

When properly arranged, this customer card becomes the clearing house for all the information gathered by the entire selling force. If the prospect originates at the store, the clerk learns his name, business, address, appliances or supplies in which he is interested, what his future needs may be, and other information of a personal nature that may be valuable in handling his business.

For simplicity, the clerk tabulates this information on a card which he carries in his pocket. These cards are turned in regularly every night to the dealer, and the information is then filled in on the permanent record cards. This plan provides a safety deposit for all data facts that are usually lost or forgotten by clerks. It requires little detail work and merely entails the taking of notations as an aid to the memory.

The outside salesman follows out a similar system. The cards used by the salesmen are turned into the house each night with those turned in by the clerks. When a prospect's name is secured through a written inquiry, complete information cannot be obtained until the salesman has called, but all information then available is tabbed as usual.

When more than one salesman is employed, the selling territory is usually divided into districts. Each of these is covered by a salesman. Then the prospect to be handled by any one salesman can be shown by colored clips attached to the top of the card. Since each salesman has one color for all the prospects in his territory, he can quickly find the names of all prospects in his territory. At the same time this scheme of color clips offers a geographical filing system for all names.

It is not necessary to make out a new card when the prospect becomes a customer. The purchase may be shown by a check mark, and information regarding the sale may be recorded in the proper space. So that, when the prospect has bought goods, the card becomes a "customer card." Then it will show all information necessary to follow up the sale, such as reminders for future calling dates, information to be used, and, also, a record of the business that has been done.

From this card record the salesman is able to watch carefully, from day to day, every selling development in his territory, and it enables him to work hand-in-hand with the store clerks, when his customers are also store customers. From this same card the repair man may secure information that enables him to route his work; and the clerk trying to get certain data regarding the store caller may merely refer to these cards to find the complete record. So, in reality, this customer card is an assistant salesman.

Of course, the reports of each day's work from salesmen, repair men and clerks must be carefully and regularly entered on these cards; but time and money spent on the maintenance of this file is well justified. If, as is often the case, a salesman or repair man needs a private file for his own convenience, all the information listed on his private file should be kept on the customer cards. Then, in case the employee leaves the business his successor will have no difficulty in taking up the work.

CHECKING THE ADVERTISING USED, ITS COST AND RESULTS.

Besides these records, the average dealer must have a check on advertising used. Since there are three kinds of advertising which he may employ, three kinds of records are necessary; the first keeps track of newspaper advertising, the second checks and watches mailing literature, and the third shows the results secured through selling plans and schemes. All of these records may be kept on one card. The newspaper advertising records, showing space used, rates, circulation, expirations, position, concessions, as well as assistance supplied by the manufacturer, may occupy the front side of the card.

The reverse side of the card may show the necessary records of advertising literature used; indicating the kinds, amounts and cost, together with records of the list used and the results secured. On this same side of the card may be noted the pages of the dealer's scrap book where various advertisements, circulars, clippings, and selling plans are kept for reference.

JOHN DEERE PLOW CO.

THE FACTORIES

Deere & Co., Moline, Ill.
Steel Plows, Cultivators and Harrows

Deere & Mansur Co., Moline, Ill.
Corn Planters, Disc Harrows and Beet Tools

Moline Wagon Co., Moline, Ill.
Farm and Mountain Wagons and Teaming Gears

Marseilles Co., East Moline, Ill.
Shellers, Portable Elevators, Wagon Dumps and Spreaders.

Davenport Wagon Co., Davenport, Ia.
Steel, Roller Bearing Wagons

Dain Mfg. Co., Ottumwa, Ia.
Hay Loaders, Stackers, Sweep Rakes, Mowers and Presses

Kemp & Burpee Co., Syracuse, N. Y.
Manure Spreaders for Eastern Trade

Syracuse Chilled Plow Co., Syracuse, N. Y.
Full Line Chilled Plows

Fort Smith Wagon Co., Fort Smith, Ark.
Wagons for South and West



Good Implements have
made this trademark famous

OUTPUT SOLD BY

Deere & Webber Co., Minneapolis, Minn.
John Deere Plow Co., Moline, Illinois
John Deere Plow Co., Omaha, Nebraska
John Deere Plow Co., Sioux Falls, S. Dak.
John Deere Plow Co., Kansas City, Mo.
John Deere Plow Co., Oklahoma City, Okla.
John Deere Plow Co., Denver, Colorado
John Deere Plow Co., St. Louis, Missouri
John Deere Plow Co., New Orleans, Louisiana
John Deere Plow Co., Nashville, Tenn.
John Deere Plow Co., Atlanta, Ga.
John Deere Plow Co., Dallas, Texas
John Deere Plow Co., Portland, Ore.
John Deere Plow Co., Spokane, Wash.
John Deere Plow Co., San Francisco, Cal.
John Deere Plow Co., Indianapolis, Ind.
John Deere Plow Co., Baltimore, Md.
John Deere Plow Co., Syracuse, N. Y.
John Deere Plow Co., Ltd., Winnipeg, Man.
John Deere Plow Co., Ltd., Saskatoon, Sask.
John Deere Plow Co., Ltd., Regina, Sask.
John Deere Plow Co., Ltd., Calgary, Alta.
John Deere Plow Co., Ltd., Edmonton, Alta.
John Deere Plow Co., Ltd., Lethbridge, Alta.
Con. Wagon and Mach. Co., Salt Lake City, Utah
Bristol & Gale, Chicago, Illinois



The "BT" Stanchion



The "BT" Rack Clamps

GOOD MONEY MADE

handling the "BT" line of

LITTER CARRIERS WATER BOWLS
STANCHIONS STEEL STALLS
HAY TOOLS SLINGS
RACK CLAMPS LOAD BINDERS, ETC.

It is a clean line. You have no second-hand stuff to dicker with and the profits are large.

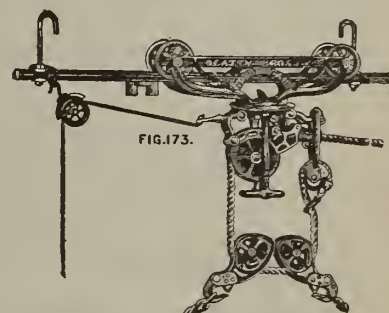
Don't contract for any of the above lines until the "BT" man calls on you. Our goods are superior to all others and our prices are just as close.

Now is the time to sell Litter Carriers and Steel Stabling. If you haven't an agency, write us at once for catalogues and exclusive selling right for your district.

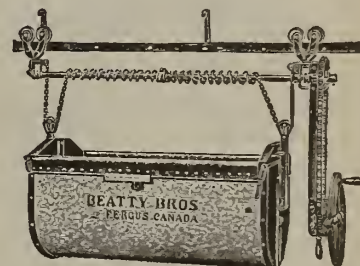
BEATTY BROS.

BRANDON, MAN.

Head Office and Factory: FERGUS, ONT.

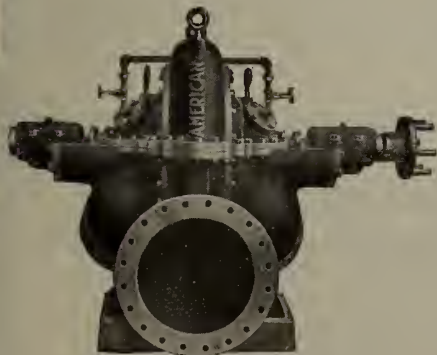


The "BT" Sling Car



The "BT" Litter Carrier

THE STANDARD by which OTHERS are JUDGED



is represented in the "American" line of well drilling and pumping machinery. The 40 years of experience behind these machines and their extensive use throughout the world is the best possible evidence of their dependableness.

"American" Drilling Machines are made in 59 regular styles and sizes to meet every possible condition of earth and rock drilling and mineral prospecting. Described in 198-page Catalog No. 105.

All Grand Prizes and All Gold Medals

given by the Alaska-Yukon-Pacific Exposition at Seattle to pumps were awarded to "American" Pumping Machinery.

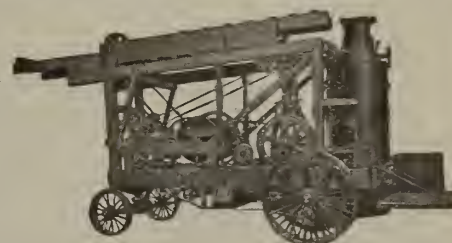
The deepest wells in the world are pumped by the "American" Deep Well Pumps. Described in Catalog No. 110.

"American" Centrifugal Pumps are made in both horizontal and vertical styles, in any number of stages, in any size, equipped with any power and attain higher efficiencies than any other pump of any type. Described in Catalog No. 104.

Agents wanted in all unoccupied territory.

THE AMERICAN WELL WORKS

General Office and Works, AURORA, ILL., U.S.A. Chicago Office, First National Bank Building



Raising Wheat in Mexico.

The estimate for this year's wheat crop in the State of Sonora is 860,000 bushels. The entire crop is ground in mills in the state, but the flour produced is not sufficient for the needs of the people, as the importation of flour for the year ending June 30, 1911, was 5,940 barrels, valued at \$31,691, all of which was imported from the United States.

The only local variety of wheat is a hard wheat. Almost all wheat in the State of Sonora is raised by irrigation. On the larger haciendas, or plantations, modern improved machinery is used, such as disk plows, wheat drills, headers, and threshers. A large part of the wheat crop, however, is planted and harvested by very primitive methods, which are partly necessary owing to the fact that much of the wheat is raised in small patches of one or two acres in the narrow valleys along the streams where irrigation is possible.

The average rainfall is about 15 inches per annum, about two-thirds of which falls in July and August, with a season of slighter rainfall in January and February.

The land is usually well irrigated, then plowed deeply and the wheat sown broadcast by hand and plowed in with a small one-horse plow. The ground is then leveled by drag-

ging brush over it. On the larger estates a wheat drill is used.

The best time for planting wheat is considered to be in December, although some is sown in January. In June the wheat is harvested, much of it being cut with a small hand scythe, such as is used in this country for cutting weeds in fence corners.

In many sections of this state the wheat is threshed in the following manner: A pit is dug 30 or 40 feet in diameter and one or two feet deep. The bottom of this pit is mixed with water and worked by tramping until it becomes smooth, as in making adobe bricks. The bottom of this pit is then left until it has hardened in the sun. The wheat is thrown in and the grain trodden out by driving horses or burros around in the pit. The wheat is cleaned by throwing it up in the wind, which blows away the chaff, while the wheat falls on a sheet or blanket. This wheat is bought by the local flour mills at $3\frac{1}{2}$ to 4 cents American currency per kilo (22 pounds).

While many thousands of bushels of wheat are threshed in this primitive way, the introduction of modern threshing machines will be delayed until more railroads are built, as these sections are distant from the railroad, in mountainous regions

where the transportation of heavy threshing machinery is impracticable.

The Dairy Gas Engine.

Prof. McKay, of the Iowa State Dairy Association, recently spoke as follows on the gasoline engine in the dairy:

"If I owned a dairy farm I would certainly have a gasoline engine for operating my separator. I would have the milk house near enough to my residence so it would be convenient to an abundant supply of hot water for cleaning the separator and all dairy utensils. I would have a well in the milk house and operate the pump with the engine. I would also have a tank of cold water for caring for my cream. Some of you may think this would be a great expense, but I maintain that it would be a question of economy. I have a friend who has a one and one-half horse power gasoline engine that cost him I believe, \$100. This engine has been in constant use for six or seven years, with practically no expense. They have a herd of 20 Jersey cows and it costs him, on an average, 55 cents per month for skimming the milk, twice a day, from that herd of 20 cows, a little less than a cent each skimming. No man could skim that milk by hand for that price, if he puts any value on his time. Outside of the question of labor, you will get more ex-

haustive skimming, as the separator is run at a uniform speed. In connection with this if the inflow of milk is kept the same, you get cream of about the same density from day to day, thus avoiding the annoyance of variation of tests, which is one of our most common complaints. This man says: 'For running separator alone it takes five gallons of gasoline a month at 11 cents a gallon, to separate the milk from 20 cows. When we run the churn and washing machine it takes from eight to ten gallons per month. We saw wood, shell corn and run the grindstone when needed.'

"I have tested skimmed milk caught from the separator as it is separated on the farm under ordinary conditions, and I have found in some cases the fat in the skim milk read over one per cent. It would not take a man who owned a large herd very long to waste enough fat to purchase a gasoline engine."

Pat, on duty in the Philippines, was sent to the front for active service. Taken ill, he became extremely emaciated, and was finally ordered home. As he landed in New York he met an acquaintance, who said: "Well, Pat, I see you're back from the front." "Faith," said Pat; "is that so? I knew I was thin, but I didn't know I was as thin as that."

IT'S FINE TO BE FREE From Competition of Dealers and Peddlers

If you want to feel that fine sense of freedom, and enjoy the success and profit it brings, just try handling a machine that is without an imitator or an equal. That machine is the

SHARPLES

Tubular Cream Separator

Tubulars are built in the only known way by which the many parts and faults of other separators can be overcome. Patented. Cannot be imitated or paralleled. The striking force of this great fact must impress you when you remember that Tubulars have been in world-wide use for years, are rapidly replacing all others, and that the long continued efforts of competitors to make something similar or just as good have utterly failed. Competitors are, therefore, still building machines on the old time principle we abandoned for a better way over a decade ago.

Sharples Tubulars Have Twice The Skimming Force Of Others And Therefore Skim Faster and Twice As Clean. We Advertise That Fact To The Farmers All The Time.

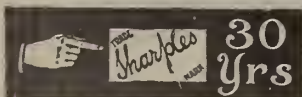
No Wonder Farmers Go To Dealers Handling Tubulars.

Sharples Dairy Tubulars Contain No Disks nor Other Contraptions. Other Separators Are Full Of Such Things And Are Consequently Hard To Wash. We Advertise That Fact To Farmers' Wives Constantly.

No Wonder The Farmers' Wives Insist On Tubulars.



This is why leading dealers, everywhere, handle Tubulars. It is why dealers, everywhere, are dropping other separators for Tubulars.



It is the reason which will lead you to handle Tubulars. Dealers only. Write at once for particulars, before someone else gets the contract. Or ask to have a traveler call.

The Sharples Separator Co.
Toronto, Ont. Winnipeg, Man.

Getting the most out of a Cream Separator.

In order to successfully sell cream separators the dealer cannot do better than make himself thoroughly familiar with the most economical and efficient methods of using and caring for the machine. We offer the following bulletin from S. Dakota Agricultural College in the hope that dealers may benefit thereby:—

In order to get the highest possible profit from a hand separator there are a few very important factors, which must be taken into consideration.

Foremost among these factors is the selection of a machine. Many people fail to realize the importance of this factor, and lose money by it.

Having selected a good separator, it is very important to get it set upon a level and solid foundation, in a clean and airy room. Much money has been lost because of the fact that separators have not been properly set up. The reasons for the losses are twofold.

First, if the separator is not well leveled and well held down, it will shake and tremble all the while, thus causing a constant and unnecessary wear on gears and bushings, and in that way greatly shorten the lifetime of the machine.

Second, a trembling machine cannot do first class work, but will leave some cream in the skim-milk. This is a loss in profit, because butter-fat, while it is a good feed, is far too expensive for stock feeding. There are other feeds which are not only fully as good, but they are also much cheaper.

In order to ensure good running the separator should never be started before having been well oiled with a good grade of separator oil. Even the best oil will in time "gum-up" the bearings and cause heavy running, vibration, and extra wear. This can be easily overcome by flushing out the bearings with kerosene once or twice a month. The kerosene will also remove any dirt and dust particles which may have entered the bearings from without.

One of the greatest losses in profit during separation is caused by the separator not being properly speeded up before the milk is let into it. When such is the case the skimming is very incomplete and the machine is hard to turn. Besides, it is nearly impossible to gain the full speed afterwards. In other words it is like pulling up hill all the time. A minute or two spent in starting the machine is economy all around.

In skimming, care should be taken to have the cream screw so regulated that a cream testing from 30 per cent to 40 per cent can

be secured. Cream testing over 40 per cent gets thick and sticky, and is apt to cause too heavy losses in transferring it from one container to another. Below 30 per cent the cream contains too much skim-milk, which could be used to good advantage for stock feeding at home. The creameries pay for the butter-fat only. Besides a thin cream is much harder to keep sweet. The bacteria develop in the milk and not so much in the fat. Put nothing but clean milk through the separator and try to have the milk as nearly 90 degrees F. as possible when skimming because experiments prove it most economical.

After separation is completed the separator bowl should be flushed out with nearly one quart of warm water, so as to remove the last cream. As soon as this is done the separator should be taken apart and rinsed at once. Under no circumstance should a separator be used twice without cleaning. It is not alone a filthy habit to neglect washing each time the separator has been used, but it is poor economy as well, for besides making washing more difficult the next time it causes poor work and extra wear on the machine. In addition the keeping quality of the cream is lessened. Washing the separator once a day only is very much like using without washing, the same dishes for breakfast, dinner and supper. To say the least they become rather unattractive.

The last factor to be considered in getting the greatest profit from the use of the hand separator is the care of the cream. This is important for two reasons.

First, cream is a food product, and as such it ought to be well taken care of.

Second, many creameries have begun to pay for cream according to quality. This makes the question an economic one, since there is a difference of from one to three cents per pound in butter-fat between first and second grade, and as much difference between second and third grade.

The care of cream, however, is easy. All that need be done is to have clean containers in which to keep the cream, and then as soon as the milk is separated to cool the cream to about 50 degrees F. This can be done by setting the containers in cold well water and stirring the cream for a few minutes. The stirring is quite essential, because it hastens the cooling and the sooner the low temperature is reached the better. When once cool the cream can be put into larger containers and kept with the rest of the cream until it is taken to the creamery.

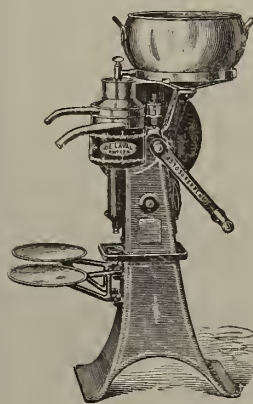
De Laval Cream Separators

Get right on Separators for 1912.

The only sure way to do this is to secure the Agency for the **De Laval**.

Cream Separators bearing different names, but all **practically** of one kind, come and go with the seasons, but the **De Laval** is always in the front, efficient, durable, continuous in service, and first in the minds of intending purchasers.

The **De Laval** is the dealer's surest friend-maker and a source of certain profit, directly and indirectly.



You can sell more De Laval's with less effort and greater satisfaction than any other machine.

Agency applications cordially invited.

THE
De Laval Separator Co.
WINNIPEG.

Trade Paper Advertising.

Convention Address by R. R. Shuman before the Associated Advertising Clubs, Omaha.

Eloquent speakers who have preceded me have told of the greatness of our American industries, and have rightly given to advertising a large measure of credit for our industrial and commercial supremacy, but they have wholly missed the greatest force of them all—the trade and technical press of the country.

It is the trade press—using the term in the broad sense to include both technical and commercial—that taught and is teaching our manufacturers the new and better ways—the short cuts to supremacy—the new machines and methods that are the basic secrets of our ability, in spite of high cost of labor, so complete in all the markets of the world.

It is the trade press that has placed our wholesale and retail merchandising methods so far ahead of those used in any other country on the globe.

It is the trade press that keeps both manufacturer and merchant fully posted as to the supply, demand, movement and market value of the raw and finished materials they buy and sell. It is the trade press that is the real fire under a half million commercial and industrial boilers.

The information that the trade press gives alone permits the small manufacturer and the small merchant to compete on almost equal terms with the giants who might otherwise squeeze them out of existence; and be it remembered, it is the small merchant and the small manufacturer—the piled up thousands of

them in the aggregate—who furnish the bulk of the advertising revenue that supports us all.

I am here as the self-appointed representative of 900 trade and technical publications printed in the United States and circulated wherever the English language is spoken. How important they are in their relation to advertising may be understood when I tell you that they carry, in the aggregate, advertising to the amount of at least \$25,000,000 a year—one-eighth of all the advertising money that is spent for all forms of publicity in the country—and that these advertisers "stick" year after year because it pays them to stick.

I said there were \$25,000,000 spent yearly in the trade and technical press. Unfortunately, this advertising is in the main so unskillfully done, and the real power of the mediums so insufficiently developed that trade paper advertising as a class, though so vast in volume, has received but scant attention among the members of the advertising fraternity.

So true is this that we see the spectacle of manufacturers of purely technical lines handing over large appropriations to advertising agencies who, of course, spend them in the popular nickel weeklies and ten cent magazines. In other words, these firms abandon their natural water and decide that "coal is cheaper."

I am a great admirer of the Saturday Evening Post—but I would no more think of giving it

a double-page ad. on transmission machinery than I would think of mailing literature on the same subject to a list of a million and a half names of clerks, bookkeepers, school boys and girls, women's clubs, clergymen, doctors, retail druggists, grocers and the like. Yet we are forced to believe that such advertising brings publicity-results that satisfy the men spending the money, or it would not be repeated year by year; and in fact we are told that it "pays better than the trade papers."

If it does it is because of the copy, not the medium. The trouble is not with the power, but the use of it.

Say a man spends \$6,000 for a double page in the Post, employing an advertising agency to fill that space with an appeal as strong as skilled men can write, and clever artists illustrate, and at the same time takes 50 little quarter-page home-made "cards" in trade papers at \$12 each, costing \$600. The heavy cannonading of the Post brings a flood of replies—such as they are. The little pop-gun "cards" in trade papers bring only here and there an inquiry. So he concludes, unthinkingly, that the nickel weekly is a better advertising medium than the trade papers.

There are three general classes of trade papers:

1.—TRADE PAPERS

Subscribed for by a half million retail merchants and read studiously by them because of the practical information they contain—missionaries of commerce, these; bringing the wholesale markets to the merchants' desk; the key to the whole problem of distribution through retail channels. Their readers are employers, and such of their subordinates as are empowered to select and buy the stocks that the merchant shall sell.

2.—TECHNICAL PUBLICATIONS.

Engineering and scientific rather than commercial, subscribed for by the men who build and equip railroads, factories, office buildings—cities—by the captains of industry and passed along with authoritative marginal notes to the heads of their departments. These papers are depended on for authentic information on the wholesale markets for raw materials, the development of new machinery and methods. They are read, earnestly, in the quiet of the private offices, and they are preserved for future reference. Here, too, we

have employers for readers—together with their highest paid subordinates.

3.—THE THIRD GENERAL CLASS.

A smaller one—is the Shopman's paper—full of practical shop kinks—and read (as they never read their Bibles) by superintendents, foremen, engineers, and other well paid heads of families.

These are general classifications only, as most trade papers combine in a measure all three elements.

The commercial and technical papers are ideal for selling automobiles, both pleasure and commercial as well as such things as pianos, piano players, high-priced talking machines, bonds, investments, irrigated lands, fire and life insurance, travel tours, and the long line of necessities and luxuries such as only the well-to-do can buy, and, some day, some live maker or seller of such things will "make a killing" by putting his advertising - money into these mediums instead of the "hall-room" favorites read mainly by people who would like to own these things, but can't.

The third class—the shopman's paper—gets behind doors that are locked to your salesman, reaching and converting the men who have the brains to specify, if they have not the money to buy, new equipment for shop and store.

All three classes offer an ideal audience paid and trained to read (and to heed) every advertisement of every good thing, whether for their business or for their household and personal needs.

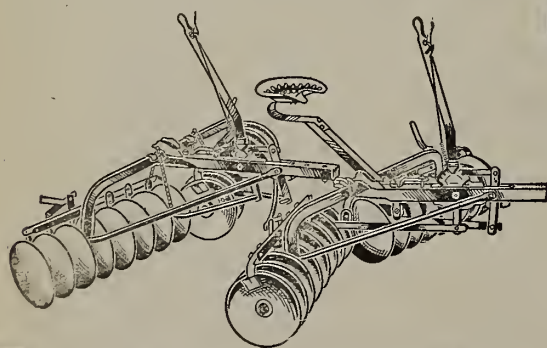
That brings me to the real meat of the whole subject:

GOOD COPY.

The skilful use of space in trade and technical media—the harnessing of this vast untamed power to useful work; but before I give my ideas as to how it should be done I'll paint a little picture of the way it is usually done now.

A man gets a job as a solicitor for a trade paper. He is given a list of firms that are using other mediums in the field and not his own, and is told to go out and land them for as much as he can get out of them.

He sees his man, and calls his attention to the fact that he is using such-and-such a paper, and not his—declares and swears that his sheet is as good as all the rest put together—lands the man for a contract for a quarter or an eighth of a page for a year; gets his business-card for copy and lights out as quick as the Lord will let him



WESTERN farmers require a Disk Harrow with the greatest possible capacity for speed and results. Here it is—The "Bissell" double action Disk Harrow gives two cuts, full width, in

half the time taken when only one Harrow is used. One disk is **out-throw**, the other **in-throw**, which gives it the name Double Action. For a double quick and effective Harrow, **buy the Bissell Double Action**. Connect a group of 4, 6 or 8 of these Harrows together for use with engine power on a large scale. Our wide 14 ft. six horse Disk Harrow is also a boon for the West.

Write to Dept. E for free particulars.

The "BISSELL"

Double Action Disk

Manufactured Exclusively by

No. 51

T. E. BISSELL COMPANY, Ltd., Elora, Ont.

Sole Agents **JOHN DEERE PLOW CO., Ltd. Winnipeg,**
Regina, Saskatoon, Calgary, Edmonton, Lethbridge.

BRADSTREET'S

Established 1849

Capital and Surplus \$1,500,000,

Offices throughout the civilized world.

Correspondence invited.

EXECUTIVE OFFICES: 346 & 348 BROADWAY, NEW YORK CITY, U.S.A.

OFFICES IN CANADA—Halifax, N.S., Montreal, Que., St. John, N.B., Hamilton, Ont.,
Ottawa, Ont., Toronto, Ont., London, Ont., Quebec, Que., Calgary, Alta.,
Edmonton, Alta., Vancouver, B.C.

C. G. SCHAFFTER, Supt., Commercial Travellers' Bldg., WINNIPEG, MAN.

for fear his convert may change his mind.

He runs that card and studiously stays away till the contract expires. Not a word has been said about copy selling-plan or follow-up; not a useful suggestion offered. The whole thing was to get the man's contract for something, and he got it.

Do you wonder why trade paper advertising is at a discount compared with the cleverly devised advertising and selling plans that any good agency will build up for its clients?

Do you wonder that the bent-pin fisherman goes away from that bass-stream swearing that there are no bass in it?

But you ask why don't the advertising agencies recognize and use the trade papers? A few do, I am proud to say, from a broad sense of the duty they owe their clients, in spite of the fact that there is no money in doing it.

There is no money because the stronger trade papers refuse to pay commissions to agencies, and they refuse to pay because their experience is that the agency creates no business for them; but rather gives them business only when forced to do so by the advertiser. The impulse back of this force when it is exerted by the advertiser is usually the culmination of a long, patient, expensive siege laid by the publisher of the

trade paper, or through solicitors.

He created the demand and feels that he is entitled to the business direct rather than to share it with an organization whose whole influence has been against rather than with him.

But back of this, the real reason is that trade papers have small circulations individually, compared with the great national magazines, and rates so low that even if they do offer to pay the agency 15 per cent. their commission will not begin to pay the cost of writing the copy and handling the business. So, you see, the agencies are really not to blame after all.

The trade paper is coming into its own in its own particular field; and already we begin to see signs of its attracting the attention of the general advertiser.

If the publishers of these papers will but work together as the magazines do, through "lists" in the hands of men or agencies who have the proper measure of the people reached, and the specialized skill that enables them to talk to those people in their own particular language this new advertising force can be harnessed quickly and so successfully as to set a new and higher standard of proper advertising returns.

But, as long as each of a dozen competing papers in any one field follows the present far-too-common practice of claiming the

whole field to itself, and belittling its competitors, this unmeasured latent advertising power will continue to run wild or to waste its substance on the barren banks of stone-faced "standing cards" that stare from the pages of near a thousand publications that the rulers of our industry and commerce read.

I have given you but an imperfect picture of this new and revo-

lutionizing advertising force. Put it to the test yourselves, and measure its real greatness. Use it, not only for the specialized lines that are obvious for each of the special fields covered, but use it for every sort of proposition — necessity or luxury — which, in your judgment will open pocket books that hold the bulk of the nation's wealth, rather than to select those popular mediums in which your announcement will only create discontent

among the struggling millions who read and wish but cannot buy.

Sell your goods at a fair and reasonable profit. Do not sell one article for cost and another for double its worth; sell each at a fair margin and see that your customer gets what he buys.

ASPINWALL Potato Machinery

*Accuracy, Simplicity and
Durability characterize
the Aspinwall Line*

ASPINWALL MFG. CO.
JACKSON, MICHIGAN, U.S.A.

Canadian Factory, Guelph, Ontario

*World's Oldest and Largest
Makers of Potato Machinery*

Ann Arbor

"THE BALER FOR BUSINESS"

Guaranteed the Fastest and Most Economical Press on the Market

(Pretty Strong, but the Press will back it)

Largest Line in the U. S.
25 Years on the Market

Gasoline (Traction or Portable Combinations)
Steam and Horse Power

Hay Presses

Dealers: Get our Proposition

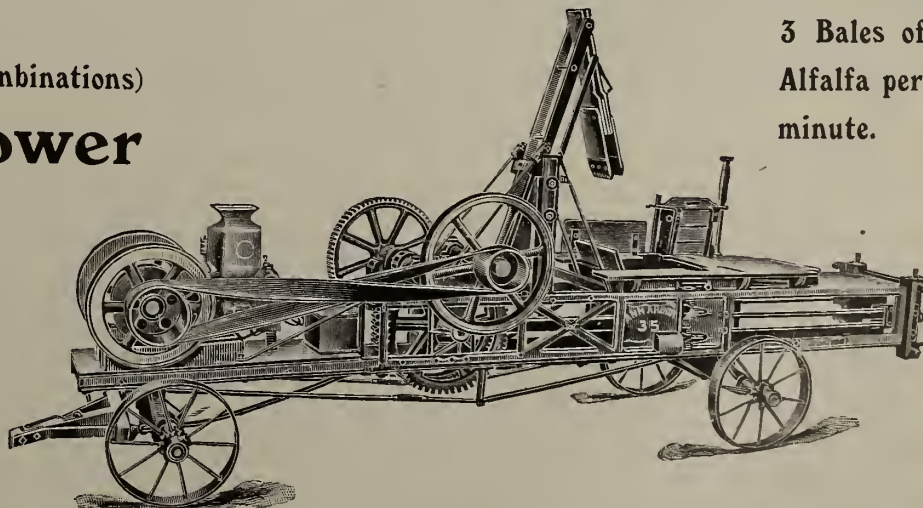
We Share Profits Liberally, you
will never be sorry

**With or Without GASOLINE
ENGINE Complete on 4
Wheels**

Cuts
Baling
Cost **1/3**

23 tons prairie in 5 hours

**3 Bales of
Alfalfa per
minute.**



ANN ARBOR MACH. CO., Ann Arbor, Mich.
Box 43

Storing Rainfall.

Having in view the excess of moisture throughout the Canadian West during the past summer, it would appear a favorable opportunity for our farmers to make an attempt to conserve as much as possible of this life-giving fluid. Much can be accomplished* immediately after harvest, and again in the spring, if proper tillage methods are carried out. Implement dealers should be thoroughly posted on such a live agricultural topic as the above and the following article issued by the Colorado Experiment Station should be of interest.

The first need in retaining moisture in dry land farming is to put the soil into such tilth that it will absorb a part of the rainfall, even when it comes in dashing showers. The soil must be open and porous. The surface to a depth of at least a foot, should be in condition to receive and retain the maximum amount of moisture.

It must be kept in a granular condition, neither loose nor puddled, and with no large air spaces. It should be kept corrugated, the corrugations running at right angles to the direction of the prevailing winds. It is especially important for storing moisture, that every pound of manure produced on the farm

should be spread on the fields. The manure should be applied as light top dressing to grains, grasses or alfalfa. It then acts as a mulch, helping to retain moisture in the soil. The finer particles are imperceptibly absorbed by the soil, the harrowings required by these crops slowly work the manure into the soil without making air spaces, and the manure becomes as great a help as it is a detriment when plowed under unrotted. Plowing under coarse manure creates a coarse, open mulch at the depth of the furrow, which prevents the water from rising through the plowed land, and it creates large air spaces.

When dry land soil has been loosened to a good depth to form a reservoir, and it is porous and fine grained, the water from a rain slowly moves downward through it until absorbed, and each minute grain of earth becomes covered with an invisible film of moisture.

When these minute grains of soil are in close contact with one another, there is a constant movement of the water in the films surrounding them, the water flowing from a wet grain to a dryer one. After a rain the sun and the wind dry out the surface soil and carry away the moisture contained in it. Then the water from the damper soil below moves upward to wet the surface grains and is in turn evaporated. This movement continues in land not cultivated and extends to a depth of many feet, often, in a dry time, taking out of the soil, in a week, moisture equal to more than an inch of rainfall.

When the surface soil is stirred after a rain, the tiny grains are separated so that the water does not easily pass from one to another. The movement of the moisture is checked and evaporation is greatly reduced. Such shallow cultivation is called an earth mulch, because it has a similar effect in holding the moisture in the soil, as that effected by a mulch of straw or a covering of boards.

The dry land farmer's supply of moisture for his crops depends upon his skill and judgment in maintaining an earth mulch over his cultivated fields. No set rules can be given. He should study the principles governing the absorption and movement of water in the soil, as here given, until he thoroughly understands and appreciates them. Then he can intelligently conduct the farm operations for maintaining the earth mulch.

The deeper the earth mulch, the better it will prevent evaporation from the soil. For cultivated crops a general rule, with many exceptions, is to keep the

mulch three inches in depth. With trees, four to six inches is better.

A good rain packs the loose surface soil and destroys the earth mulch. It is necessary to pulverize the ground quickly after every such rain to restore the earth mulch, as a week's delay may mean the loss of water to an inch of rainfall.

Where the surface is hard, the earth mulch will have to be made with a disc harrow; where the surface is mellow, a spike toothed harrow will pulverize the soil sufficiently. A four-horse disc harrow should be used for economy of time. A man having five horses attached to a twenty-four foot spike toothed harrow can put a mulch on thirty to sixty acres a day.

When the annual rainfall drops much below twelve inches and the rainfall during the growing season below five inches, it is difficult, and often impossible, to raise a profitable crop. The land can be fallowed one season and cropped the next, the one crop having the use of what moisture can be stored from two years' rainfall. During the season that no crop is raised an earth mulch must be maintained, and to do this it is usually necessary to till the surface about every ten days, and always after any considerable rain.

Weeds act as pumps constantly at work taking the water needed for the crops out of the soil and evaporating it into the air.

The writer considers the sub-surface packer one of the most indispensable implements for dry land farming, and would not attempt dry land operations without it. The sub-surface packer consists of a number of sharp rimmed iron wheels, twenty inches in diameter, placed five inches apart on a strong shaft mounted in a suitable frame. The packer follows the plow, going lengthwise in the furrow. The sharp wheels fine the soil near the surface where the seed is planted and firmly pack the earth against the bottom of the furrow and around the trash and manure—just the condition needed for a good seed bed and for the best control of the moisture. A corrugated roller is a fair sub-surface packer, though not nearly so effective as a machine with sharp rimmed wheels.

With good management in storing the rainfall and in holding it in the soil, the earth will be kept moist from the bottom of the mulch to a depth of eight or nine feet.

Farm Labor Problem. By Ex-President Roosevelt.

It is our duty and our business to consider the farm laborer exactly as we consider the farmer. The country life cannot be satisfactory when the owners of farms tend, for whatever reason,

to go away to live in cities instead of working their farms; and, moreover, it cannot be really satisfactory when the labor system is so managed that there is for part of the year a demand for labor which cannot be met and during another part of the year no demand for labor at all, so that the farmers tend to rely upon migratory laborers who come out to work in the country with no permanent interest in it.

It is exceedingly difficult to make a good citizen out of a man who can't count upon some steadiness and continuity of work which means to him his livelihood. Economic conditions on the farm—in variety and kind of crop growing, especially as distributed in time, and in housing for the men—must be so shaped as to render it possible for the man who labors for the farmer to be steadily employed under conditions which foster his self-respect.

Above all, the conditions of farm life must always be shaped with a view to the welfare of the farmer's wife and the farm laborer's wife, quite as much as to the welfare of the farmer and the farm laborer. To have the woman as a mere drudge is at least as bad as to have the man a mere drudge. It is every whit as important to introduce new machines to economize her labor within the house as it is to introduce machinery to increase the effectiveness of his labor outside the house.

Opportunity. R. B. Malone.

They do me wrong who say I
come no more

When once I knock and fail to
find you in;

For every day I stand outside
your door,

And bid you wake and rise to
fight and win.

Wail not for precious chances
passed away,

Weep not for golden ages on
the wane;

Each night I burn the records of
the day,

At sunrise every soul is born
again.

Laugh like a boy at splendors
that have sped,

To vanished joys be blind, and
deaf, and dumb;

My judgments seal the dead past
with its dead,

But never bind a moment yet
to come.

Art thou a mourner? Then rouse
thee from thy spell!

Art thou a sinner? Sins may
be forgiven;

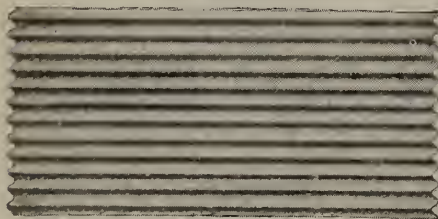
Each morning gives thee wings
to flee from hell,

Each night a star to guide thy
feet to heaven,

Corrugated Iron

[is the ideal covering for

Barns, Granaries and
Implement Sheds



Fire, Lightning, Wind and Weather Proof
Durable as the Building itself
Applied direct to Rafters or Studs

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OLIVER PLOWS For Canadian Farmers

The Result of Fifty Years' Plow Experience

The Oliver Chilled Plow Works have been making plows for fifty years. They were pioneers in the plow field. The business has grown from a small plant to the largest in the plow interests. The Oliver plant, at Hamilton, Ontario, is the largest plow works in the Dominion of Canada.

Fifty Five Oliver Plow Bottoms in one Plow—The largest Plow ever assembled.
Pulled by Three I H C Tractors it plows One Acre in less than four minutes.

WHY IS THIS?

Simply because the Oliver Company has always built, and is now building, the most practical and satisfactory plows that farmers can use. Before entering the Canadian field they spent years to develop a plow best adapted to Canadian conditions. Even before Oliver plows were offered to Canadian farmers there wasn't a question but that they would meet every requirement. The name Oliver has been standard for fifty years and whenever a farmer sees the name Oliver on a plow he has every confidence in the implement. Think what this means when you talk plows to a farmer.

Oliver plows have features not found on other plows. The tractor gangs built up of flexibly jointed frames give to the plowman the advantage of making the right size plow for the conditions he must meet, the size of the tractor and a plow that will adapt itself to the lay of the land no matter how uneven the ground may be. The gauge wheel placed behind the share point causes the share to maintain an even depth. The beams are equipped with every adjustment. The levers are easy to operate and the platform has no obstructions to interfere with the work of the operator.

The centre draft feature of the Oliver horse gang and absence of side draft, make this plow one of the lightest draft plows on the market. Before you decide on the plow you expect to handle, examine Oliver Plows carefully. They are sold exclusively in Canada by the International Harvester Company of America. Address the nearest I H C branch house for any information you desire.

INTERNATIONAL HARVESTER COMPANY OF AMERICA

At Brandon, Man.; Edmonton, Alta.; North Battleford, Sask.; Saskatoon, Sask.; Winnipeg, Man.; Calgary, Alta.; Lethbridge, Alta.;
Regina, Sask.; Weyburn, Sask.; Yorkton, Sask.

Note that the team is pulling straight ahead. One is in the Furrow and three on the Stubble. The Sulky is removed showing that there is no side draft.

One Horse in the Furrow and Three on the Stubble.



Making Money.

If you are interested in filthy lucre, the following article ought to make it clear how to gain possession of the simoleons. It is by a writer in the American Thresherman.

It does not require a genius to make money. The accumulation of wealth is, after all, an easy matter. It does not require education, breeding or gentle manners, and certainly luck has nothing to do with it. Any man or woman may become wealthy, if he or she begins aright. The opportunities for gathering the nimble dollar are very numerous in this country. But there are certain fundamental rules that must be observed.

The first step in acquiring a fortune lies in hard work. I could give you no better advice than that given by Poor Richard, "Save something each day, no matter how little you earn!" Cultivate thrifty habits. Make your toil count for all that you can. Always save some portion of your wages, and then be on the alert for investment. If you do this wisely, your money will begin to accumulate, double, treble, and in few years, perhaps, you will be a millionaire.

The beginning is the most difficult.

Lay a good foundation for your fortune.

Be brave, be generous, be helpful, be honest, do not over-work, keep in good health, cultivate your mind, be pure, and to these add thrift, and you need not fear. You cannot fail.

Begin rightly. I would say to all fathers and mothers, teach your children the value of money as soon as they are old enough; make them understand the worth of a penny. From the child's saving book in the play-room to the millionaire's bank account is not a long step. It is a short and easy span.

Keep a bank account.

When you have saved one hundred, or two hundred, or five hundred dollars, look about for a good investment. Do not take up this or that scheme at a venture, but examine it carefully, and if you see your way clear, put your money into it. Real estate is usually a good investment. More money has been made in real estate than you could estimate in a day. A first mortgage is, in nine cases out of ten, safe. But take advice on the subject before you invest. Go to some good conservative man and get his views. I should advise the same course if you should put your money in stocks or bonds, or railway shares. In fact, I should urge, before you invest a penny, that you get the best counsel on the subject to aid you in taking the right course.

If your first investment prospers, by careful management, and by always being on the alert, you can increase your fortune by re-investing your profits.

A man who had only a few hundred dollars left out of a fortune, called one day at a banking house and asked to see the manager, who was a man of conservative mind, and fully acquainted with the best and most profitable investments.

Throwing down his roll of bank notes, he said: "Invest this for me. Use your pleasure with it. I'm going to the country for the remainder of the summer. I will leave my address with you, and you can let me know what you can do with it."

The man walked out and was not seen again for many months. His money was judiciously invested on his carte-blanche order, and began to accumulate. The house duly informed him, according to its business methods, of his good luck, but nothing was heard from him personally for some time.

Some months afterwards he presented himself at the banking house, rosy health beaming in his face, well-dressed and portly. The manager failed to recognize him at first, but when his memory was refreshed, he recalled the circumstances of the case.

Now, this was an example of a man who more than doubled his savings by simply taking the advice of an experienced and reliable man. And this is not a solitary case. It is one of many such that happen every day throughout the length and breadth of our land.

How did Samuel J. Tilden obtain his elevated position and immense fortune? Simply by the exercise of thrift and industry, together with a certain degree of common sense, the capacity for taking advantage of the chances thrown in his way, and his own smartness for turning them to the best account.

It will not do for any one to sit down and wait for the coming of wealth and fortune. Industry, persevering and untiring, is essential to the accumulation of money.

I have myself some little knowledge of the toil attendant upon the amassing of wealth, and I have the highest respect and sympathy for the man who, in the face of adverse circumstances, turns his pennies into dollars and his dollars into millions.

The life of Commodore Vanderbilt affords singular scope for reflection on the immense possibility of a great business capacity to amass a large fortune in a few years, especially in this country. From being the possessor of a row-boat on New York Bay, he rose in sixty years

to be the proud possessor of \$90,000,000. William H. Vanderbilt, his son, obtained \$75,000,000 of this, and largely increased the fortune before his death.

It has been truly said that any fool can make money, but it takes a wise man to keep it. William H. Vanderbilt's ability was signally displayed in keeping intact this great fortune, besides adding easily once again as much more to it. I make special mention of Mr. Vanderbilt because he was not a speculator, in the true sense of that term. He was, first and for all time, an investor, and every man in this great Republic has the privilege of walking in his footsteps.

Collis P. Huntington came to New York when a boy of fifteen, without a penny. His father was a farmer and small manufacturer. Collis early showed great shrewdness in business, and unlimited energy and resolution. But success is not usually attained without long and persistent effort, and so Mr. Huntington found to be the case. But after years of hard work his fortune was made.

Leland Stanford received an academic education and commenced the study and practice of law. At 28 years of age, a fire wiped out his law library and other property, which led him to the West in search of better fortunes. Here his native shrewdness and energy asserted itself, and soon the dollars began to multiply. He died worth from \$25,000,000 to \$30,000,000.

Darius O. Mills was born in a small town on the Hudson River and began life in very humble circumstances. His courage was equal to that of a Richelieu, and his caution, conservatism, energy, and industry were all fully developed. Always dependent on his own exertions, he fought his way up in life by the sheer force of his own keen intelligence and undaunted enterprise.

John W. Mackey was born in the humblest circumstances in Dublin, Ireland. Coming to this country very early in life, he worked for a time on board ship. During the years that followed, in whatever occupation he engaged, he labored industriously and faithfully. He saved his money, and watched his opportunity, which so very few people do. He died twenty times a millionaire, and all by reason of hard and continuous effort and thrift.

The late James C. Flood was once a poor boy in New York City, and became worth more millions than can exactly be estimated. He made his money by shrewd and successful investment, and by the exercise of energy, self-reliance and thrift. He had a remarkable rise, but

showed himself equal to the surprising good fortune which attended his strange career. And that was no small thing. It is a great matter to be able to view one's success without any untoward feeling of exultation.

George Peabody was a poor Massachusetts boy who, by hard industry, rose to be one of the great millionaires of his day. His fortune at one time exceeded \$10,000,000, and during his lifetime he gave away more than \$7,000,000 to charitable purposes. His millions arose from pennies, by the exercise of thrift, honesty and persevering effort.

Alexander T. Stewart, "the merchant prince," amassed his millions by close attention to business and by the aid of shrewd common sense and thrift. He was reputed to be one of the three wealthiest men in the United States, Commodore Vanderbilt and John Jacob Astor being the other two. He left an estate exceeding \$20,000,000.

Peter Cooper had a hard time of it getting an education. He was born in New York one hundred years ago, and at the age of seventeen was apprenticed to a shoemaker. He tried his hand at several trades and got together a comfortable fortune of about \$6,000,000, through unremitting toil, conscientious devotion to duty and economical habits.

August Belmont came to New York poor, and lived to be worth some millions. Prudence, acuteness and sagacity were the instruments by which his wealth was accumulated. His successful career is an illustration of the fact that this country affords a fine opportunity for the intelligence, thrift and industry, not only of the native Americans, but of the Republic's adopted citizens.

Cyrus W. Field was another apt illustration. He has been termed a locomotive in trousers. The simile serves to convey an idea of the indefatigable energy of the man. His indomitable resolution and his energy of character placed him high among the distinguished men of the age.

John Wanamaker, Chauncey M. Depew, James M. Brown, Anthony Drexel, Moses Taylor, George W. Childs, J. Pierpont Morgan, and a host of others, are men who have fought their way to prominence and affluence by sheer force of integrity, pluck, intelligence and industry.

Every child should have mud pies, grasshoppers and tadpoles, wild strawberries, acorns and pine cones, trees to climb and brooks to wade in, sand, snakes, huckleberries and hornets; and any child who has been deprived of these has been deprived of the best part of his education.—Luther Burbank.

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BIG DUTCHMAN ENGINE GANGS,
BEST EVER GANGS,
CANADIAN CHIEF GANGS,
GOOD ENOUGH GANGS,
SOUTHERN CHIEF DISC PLOWS,
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NORTH TEXAS MIDDLE BREAKERS,
KNOCKER POTATO DIGGERS,
BLUE BIRD WALKING PLOWS,
FIREFLY PONY PLOWS,
HAZEL TIMBERLAND PLOWS,
TEXAS POTATO DIGGERS,
MAPES SUBSOIL PLOWS,
LOUISIANA FOUR MULE PLOWS,
MOLINE FIXED FORE CARRIAGES,
SUCCESS HARROW CARTS,
MOLINE ALFALFA RENOVATORS,
U-BAR LEVER HARROWS,
MOLINE PARALYZER PULVERIZERS,
ECONOMY DISC HARROWS,
PIPE LEVER HARROWS,

DOUBLE CUTTING ECONOMY DISC HARROWS,
FLYING DUTCHMAN THREE FURROW GANGS,
MOLINE END GUARD HARROWS,
GRETCHEN COMBINED CORN PLANTERS,
MICHIGAN CULTIVATORS,
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MOLINE WOOD LEVER HARROWS,
DOUBLE ACTING FOUR GANG DISC HARROWS,
MOLINE FLEXIBLE STEEL HARROWS,
BALANCE FRAME DANDY CULTIVATORS,
GILT EDGE CORN PLANTERS,
MOLINE BEET CULTIVATORS,
DOUBLE DUTCHMAN CULTIVATORS,
MOLINE BEET PULLERS,
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T. G. MANDT MOUNTAIN WAGONS,
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MALTA DOUBLE SHOVEL PLOWS,
MOLINE FORCE FEED BEET SEEDERS,
AUTOMATIC DUTCH UNCLE CULTIVATORS,
EMPIRE GARDEN TOOLS,
GENUINE T. G. MANDT FARM WAGONS,
MANDT ENDLESS APRON MANURE SPREADERS,
T. G. MANDT BOBSLEIGHS,
MANDT FARM TRUCKS,
LIGHT RUNNING NATIONAL SPREADERS,
BADGER FARM TRUCKS,
WISCONSIN STEEL WHEEL TRUCKS,
CRESCENT FARM TRUCKS,
GLENGARRY BUGGIES,
MANITOBA GRAIN TANKS,
WOOD BOSS HARROWS,
CHANNEL STEEL HARROWS,
GLENGARRY CUTTERS,
FULTON PULVERIZERS,
STEEL BOSS HARROWS,
SUB-SURFACE PACKERS,

If you do not handle these goods, you should write us to-day.

Canadian Moline Plow Co.

Winnipeg

Calgary

Edmonton





New Winnipeg Office and Warehouse owned and occupied by the Ontario Wind Engine and Pump Co.

Moved into Larger Premises.

The Ontario Wind Engine and Pump Co. recently moved into new warehouse and office premises at Winnipeg. This building is one of the finest in the Logan Avenue West manufacturing district, and ranks with the hand-somest implement warehouses in the city. The accompanying cut gives some idea of the building, which is situated at the corner of Logan and Arlington Street, and has a frontage of 100 feet on the avenue by 70 feet deep. The company also owns the property through to Trinity Avenue, giving it 355 feet on Arlington Street. A portion of this property is now devoted to a loading platform 30 by 100 feet, and a metal clad warehouse 100 by 85 feet. There is a spur track from the Pembina branch of the C. P. R. that will carry twelve cars, and seven cars can load or unload at a time, thus giving the company splendid facilities for handling their rapidly growing trade. As the business expands it is proposed to extend the new building northward on the lot.

The architect was George A. Miller, of Toronto, a shareholder in the company. The building has four storeys and a basement, and the construction throughout is considerably heavier than that called for by the Winnipeg building by-law. The street fronts are in a handsome shade of Twin City pressed buff brick, and the trim is of Tyndal stone. All ceilings are very high and floors are of full mill construction, being two by six stuff on edge with maple floors. Stairways are enclosed in brick walls with fire doors and there are fire doors for the elevators. Alex Johnson was contractor for the work.

On the ground floor will be the shipping room and show rooms for heavy goods, while the company's offices and space for smaller goods are on the second floor. The offices are roomy, excellently lighted, and up to date in every particular.

J. M. Reid is Western manager of the company, which started business in Winnipeg eight years ago, the first offices being on Chambers Street between Logan and Henry Avenues.

Dealers are cordially invited to visit the new premises when in the city, and can reach them by Logan Avenue car line, which passes the door.

Bee Keeping on Irrigated Lands.

A profitable industry is being developed on many of the U.S. government irrigation projects in the production of honey, and press reports from recent state and county fairs indicate that the quality of this honey is superior. The flavor is exceptionally fine and the color clear and sparkling. Alfalfa is the chief source from which the bees secure their supply, and as it blooms constantly from early spring until late in the fall, the bees have something to work on all the time, allowing a greater amount of honey to be stored.

Many of the projects are located in famous fruit sections and the combination is found to be of mutual advantage. The trees furnish an abundance of honey during the blossoming period, and orchardmen state that the economic importance of the bee, from the standpoint of its value in the pollenization of fruit, cannot be overestimated. White clover and small fruits, and in the plains regions many varieties of wild flowers, also furnish sources of supply.

The bee industry is a lucrative side line for the regular farmer, but there is also a wide field for the bee man on these projects where everything tends toward specialization and where the farmers organize for the standardization and marketing of their crops. On nearly all the projects small tracts for the purpose may be purchased at reasonable rates. On many of them there are model towns laid out at intervals of a few miles. The

business lots are grouped around a central square, and near the outer boundaries of the townsites, the lots contain several acres each. These large lots, surrounded by wide areas of new agricultural lands devoted largely to the raising of alfalfa, are ideal locations for apiaries. They are sold at very reasonable rates, and afford opportunities for engaging in a business which pays large returns on the investment. The average price of bees in the West is probably about \$5 a hive. The manager of a large apiary on one of the irrigated tracts gives the average production of his hives as 76 pounds of surplus honey per annum. At ten cents per pound the returns would be \$7.60. In addition to that, the increase averages 100 per cent. from year to year, doubling the original investment and making a total of about 150 per cent. profit each year on the original investment.

The bees should be closely watched so that you will know whether they need feeding or not.

Feed only sugar or good honey.

Scorched sugar fed in winter will kill the bees.

If you feed at night-fall you will prevent robbing.

When feeding in the early spring or late fall be careful not to cool off the brood chamber.

Be sure that there is plenty of water near by.

Keep the colonies strong.

In spring the bees should be kept warm and well fed.

The colonies should have brood and plenty of honey in the brood chamber at the beginning of the honey season.

The honey in sections or supers should never be exposed in the apiary to lead the bees to robbery.

Sections should be kept in a room in which the temperature never falls below 60 degrees.

When opening the hives have the smoker ready to give a good volume of smoke.

The smoke should be used to scare the bees rather than punish them.

Move steadily and not nervously.

If the bees attack you move away slowly and smoke them off as you go.

Do not run off frightened because the bees understand what this means as well as you do.

When stung by a bee rub off the sting instead of pulling it out with the nails, which forces more poison into the wound. Apply ammonia, for this will give immediate relief.

As the swarming season approaches have hives ready with foundation in brood frames and hive stands ready to receive them.

The hive in which the colony is placed should be shaded so

that it does not become heated from standing in the sun, as the swarm will not enter a hot hive.

If bees are wintered out of doors give them a chance to fly. If they are wintered in cellars do not put too many bees in a cellar.

The temperature of the cellar should not show more than 10 degrees variation. If it rises to 55 degrees open the windows at night.

When setting bees out in the spring be sure that they have plenty of food and water near by.

Elegant Catalogue

The Sawyer-Massey Co., of Winnipeg, Regina, and Hamilton, have just received from the printers a splendid example of the modern high grade catalogue. Bound in heavy, calendered stock, with a pleasing three color design on the front cover, the book consists of sixty pages profusely illustrated in half tone, with a double page three color insert of the S.-M. compound plowing and threshing engine and Great West separator.

The engravings in this catalogue are worthy of special mention. It is seldom we see machinery portrayed with more precision of detail, accuracy of technique, and general artistic beauty, while the typographical work and make up leave nothing to be desired.

Among the illustrations are a series of views of the Hamilton plant of the company, showing both the exterior and the various departments of the factory; also the company's warehouses at Winnipeg and Regina. Engines, steam and gasoline, with details of their construction are fully pictured, while separators and threshers' accessories come in for a full share of description and portraiture, and sweep powers, stook loaders, pumps, road graders, saw mills, and road rollers are attractively presented.

Dealers should write the company at once for a copy of this desirable book. As a silent salesman it ought to be a decided success.

New Canadian Liners,

The Allan Line recently placed orders for two new vessels for the Montreal-Liverpool route.

The vessels will be 500 feet in length; will have a tonnage of 15,000; and will be able to maintain a speed of 18 knots.

Beardmore & Company received the contract for one vessel, and the Fairfield Shipbuilding & Engineering Company were successful tenderers for the other. The expenditure is \$5,000,000.

The man who is not on the job all the time is pretty likely to be out of a job most of the time.

DUNHAM'S

Canadian Soil Packer

*Makes Sales for Dealers
and Money for
Farmers*



Break up the lumps, pulverize the top soil, pack the sub-soil, smooth off the field and leave a perfect foundation for an even-growing Crop.

The Dunham is the only Packer having Weight Boxes.
The Dunham is the only Packer having a Steel Frame.
The Dunham is the Packer having dust proof Bearings.
The Dunham can be used with Horses or Traction Engines, see cut, showing how poles may be put together for attaching to engine.
The Dunham is Light-Draft.
The Dunham DOES what others CLAIM to do.
The Dunham is the BEST KNOWN Packer in the World.
The Dunham is made in 3 sizes—16, 22, and 24 wheels.

Write us for particulars if you want a good Agency

Dunham has over 300 sizes and styles of Land Rollers, Surface and Sub-Surface Packers, Lawn, Golf and Road Rollers.

The American Seeding Machine Co., Inc.
WINNIPEG, Man. Dept. 1



A TRACTOR FOR BIG FARMS

No doubt you sell to farmers who cultivate large tracts. There's good profit in handling a Hart-Parr Tractor. It makes friends for your business. It holds customers. Complaints are few and far between. No matter where we send them—to Argentina, to Dakota, to Canada, to the Philippines, they fight their own battles because so well constructed, so severely tested, so thoroughly examined before leaving our hands.

The 45 B. H. P. Tractor

equals pulling power of 22 to 25 horses; the 30 B. H. P. Tractor does the work of 15 to 18 horses.

The farmer can plow, harrow, drill, harvest, thresh, haul wagon trains; grade roads, run any kind of mill. He can earn good money working for neighbors.

Our Liberal Agents Proposition—Write for it. We will send catalog and complete details.

HART-PARR COMPANY

36 Main St, Portage La Prairie, Manitoba
or Saskatoon, Saskatchewan.



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PUMPS

are made in more than a hundred different designs and sizes, for every purpose. Pitcher and House Force Pumps, Hand and Windmill Lift and Force Set - Length Pumps, Syphon Force Pumps, Power Pumps, Working Heads, Pumping Jacks, Cylinders and Working Barrels for shallow and deep well use. Best workmanship and highest finished pumps on the market.

Star Windmills, Hoosier Galvanized Steel Tanks, Wood Tanks, Hoosier Gasoline Engines from 1½ to 15 horse power.

Write for catalog and prices.

FLINT & WALLING MFG. CO.,
675 Oak Street
Kendallville, Indiana, U. S. A.



Hoosier Force Pump Standard



Hoosier Set-Length Lift Pump

Have You Our Prices

On our 1 1-2 h. p. Pumping Engine and Pump Jacks? We can offer you the best prices ever placed before the dealer. This is the finest engine you ever saw, and will make you friends and money.

The Fastest and Best Fanning Mill

is one we have just invented, consequently we haven't an illustration or we would show you what it looks like. A mill with over **double the capacity**—size for size—of any mill built. When you and your customers see it work you will be deluged with orders.

We will guarantee both capacity and thoroughness of work. Will you be the agent for your town?

If so, write us at once.

The Harmer Implement Co.

182 Princess St., Winnipeg.

New Hart-Parr Branch

The engraving herewith depicts the new branch house of the Hart-Parr Co., recently opened at Regina, Sask. The headquarters of this company are at Charles City, Iowa, but the rapid growth of their business and the increasing demand for the Hart-Parr tractor in Saskatchewan made it necessary to provide further facilities for the proper care of their trade in that territory. This is the fourth branch house opened in Canada, other establishments being located at Portage la Prairie, Saskatoon, and Calgary.

As will be noticed, the building is handsome and substantial, and is provided with every up-to-date convenience for taking care of Saskatchewan customers. Offices, repair department, sample floor, and repair shop are included in the building, and a large stock of repairs and engines will be carried at all times. S. B. Clary is the newly-appointed manager of this branch, and he will be ready to extend the glad hand to dealers and others interested in the Queen City. Some brief details of Mr. Clary's career will be found in our next issue, and we are satisfied that customers may feel confident of prompt and satisfactory attention under his management of the new branch.

Items of Interest.

The latest bulletin of the International Agricultural Institute deals with the publications of that body, and contains a number of brief articles and summaries of articles written by scientific experimenters and others.

References are made to many agricultural subjects, and the following on farm implements is of interest to our readers:

ELECTRIC WIND MOTORS IN DENMARK.

A Danish publication deals with an experimental electrical wind plant which has been set up at the suggestion of Prof. Paul La Cour, with the support of the state. The greatest difficulty encountered was that of connecting the wind motor to the dynamo, but it was surmounted, and there has been a considerable extension in the application of electric generators to windmills for domestic and agricultural use. In Denmark at the present moment, in addition to the state installation at Askov, there are 100 electrical wind motors, 30 of which are in full work. The interest felt in the utilization of this atmospheric energy gave birth to an association, which was founded in 1903, and numbers more than 300 members, and a newspaper started in 1904, devoted to this subject.



New Regina Home of Hart-Parr Co.

An electric wind motor includes the wind motor with four or six wings, a dynamo, a battery with automatic accumulators on the La Cour system, a good switchboard and an automatic tension regulator for light. Up to the present, however, the electric wind motors have given but a poor return, which makes it necessary to put up central installations, which will be done mainly by the association. The cost being the same, however, the independent motor is preferred.

The installation expenses are as follows: For a farm with 40 incandescent lamps and a 3 to 5 horse power motor, \$1,435; for two farms with 80 lamps and a 7 to 8 horse power motor, \$2,137; for a village with 300 to 500 lamps, several motors and a reserve of 10 horse power, \$4,416.

FRENCH INVENTION.

La Nature describes a wagon for making hay-ricks, which resembles a vast circular cage made of wooden uprights fixed to the frame and bound together by a metal trellis work. The frame rests on six wheels, and the bottom of the cart is made of two longitudinal bars fixed in front of the frame and simply supported by two transverse bars held by strong levers. The wagon can be turned in the field with as much ease as a carriage.

The rick-builder stands inside the wagon, and has only to regulate the hay as he receives it and to pile it up. In a quarter of an hour, four laborers can build a stack of 450 bundles. As soon as the stack is finished the

wagon is moved to where the hay is to stand: the levers are loosened and the transverse bars fall to the ground; at the same time the two back panels are opened and the ends of the two longitudinal bars are thus released; the team harnessed to the wagon is set in motion and the rick remains on the ground in the regular form given to it by the mould.

THE MODERN MILK PAIL.

A bulletin of the New York Agricultural Experiment Station says that more than one-half of the infection that milk receives during the milking process can be prevented by the use of a covered pail.

The most common failing of covered pails is their excessive height. For short-legged or heavy-uddered cows the pails should not be more than 11.8 inches high over all. An elliptical opening is preferable to a round one, covering the same number of square inches, since it is easier to milk into it. Though a smaller opening may be used, 4.9 by 6.9 inches will be found practically convenient. The cover should be sufficiently convex so that the entire inside of the pail can be seen and easily reached for cleaning. Such a pail is inexpensive, durable and one of the most effective in keeping bacteria out of the milk.

NEW BRITISH OIL TRACTOR.

The Engineer says a new type of oil traction engine has been introduced by Petters, Limited, of Yeovil.

The motive power is a 30

brake horse power horizontal oil engine. It is mounted on a steel channel frame, or under carriage, laminated springs being provided for both front and rear axles. It has one cylinder 10¾ inches in diameter, by 12 inches stroke, and its normal rate of revolution is 300 per minute. The oil inlet is of the firm's patented adjustable type for using ordinary paraffin or crude oil.

The travelling wheels are of the standard English traction engine design. The diameter of the driving wheels is 60 inches, and of the front wheels 40 inches respectively. When, however, the engine is required for plowing or for working on agricultural land, the makers recommend wheels of the same diameters, but 20 inches and 10 inches wide respectively.

The tractor is designed to haul loads of from 10 to 18 tons loads can be drawn over good gross weight, but much heavier roads. It will draw and operate a threshing engine, saw bench, corn grinder, chaff cutter, or other machine, in the same manner as does a steam traction engine. The machine is also intended, when provided with especially wide travelling wheels, for plowing and cultivating and for all those classes of agricultural machines which are drawn behind the tractor.

The weight of the empty machine (i.e., without oil or water) is five tons, and its weight when packed for export is seven tons.

The world likes a good loser, particularly if it gets some of his money.

PROOFS OF AVERY SUPREMACY



DESIGN AND CONSTRUCTION							
Highest Possible No. of Points	Gas	20	20	20	20	20	100
	Steam	20	20	20	20	20	100
CLASS	Entry Number	Protection of Working Parts	Accessibility	Variation of Speed	Ease of Manipulation	Design, Material, Etc.	Total Points
A Gasoline	1	13.5	17	18	15	17	75.5
B Gasoline	2	16	16.5	17	16	18.5	81
Avery	3	18	18	20	20	17.5	93.5
	4	14	17	13	14.5	15.5	74
	5	14.5	18	18	13.5	15.5	79.5
	6	13	18	15	16.5	16.5	79
	7	14	12	18	18	17	79
	8	Did not enter tests.					
C Gasoline	9	Same as No. 2					81
	10	17.5	16.5	19	15.5	18.5	87
	11	14.5	17	14	14.5	15.5	75.5
	12	17	18.5	17	16	18.5	87
	13	13	16	14	14.5	16.5	74
	14	12	18.5	15	16.5	16.5	78.5
	15	14.5	18.5	17	18	18.5	86.5
	16	14	18	17	17	16.5	82.5
	17	Withdrawn.					
D Kerosene	18	Same as No. 1.					75.5
	19	Same as No. 13.					74
	20	Same as No. 4.					74
	21	Same as No. 5.					79.5
	22	Same as No. 11.					75.5
	23	Same as No. 12.					87
	24	Same as No. 2.					81
	25	Same as No. 5. (less 3 points for gear changes)					76.5
F Steam	26	Withdrawn.					
	27	16	17	14	19	16	82
G Steam Avery	28	16.5	20	20	20	17	93.5
	29	16	17	17	19	16	85
	30	Withdrawn.					
	31	16	17	14	19	16	82

First in Class and in Entire Contest in Protection of Working Parts.

Tied for First in Class in Accessibility.

Perfect Score in Variation of Speed. First in Class and tied with Avery Engine for First in Entire Contest.

Perfect Score in Ease of Manipulation. First in Class and Tied with Avery Engine for First in Entire Contest.

First in Class in Design, Material, Etc.

First in Class in Total Points on Design and Construction.

Double First Place in Entire Contest in Design and Construction won by the Avery Tractor and the Avery Undermounted Traction Engine.

First in Class in Total Points on Design and Construction.

First in Class in Protection of Working Parts.

Perfect Score in Accessibility. First in Class and in Entire Contest.

Perfect score in Variation of Speed. First in Class and tied with Avery Tractor for first in entire Contest.

Perfect score in Ease of Manipulation. First in Class and tied with Avery Tractor for first in Entire Contest.

First in Class in Design, Material, Etc.

Five perfect Scores won by the Avery Tractor and the Avery Undermounted Engine. Avery Machinery won the Only Perfect Scores in Design and Construction in the Entire Contest.

This table is a copy of the Judges' report on the Winnipeg 1911 Agricultural Motor Contest.

It was the greatest Engine Contest ever held in the world.

The Avery Tractor won First in its class on every one of the following five points.

1. Protection of Working Parts.
2. Accessibility.
3. Variation of Speed.
4. Ease of Manipulation.
5. Design, Material, etc.

The Avery Undermounted Engine did the same thing—Won First in its Class on every one of these five points.

And besides winning First Place on every point the Avery Tractor won two "Perfected," and the Avery Undermounted Engine three "Perfecteds."

Just think of it! Five "Perfecteds" for Avery Machinery out of ten markings and no other engine in the entire contest even won a single perfect score.

In the total markings for Design and Construction, the Avery Tractor won First in its Class, scoring 93 1-2 points out of a possible 100—beating its nearest competitor by 12 1-2 points.

The Avery Undermounted Engine also won First in its Class in the total markings for Design and Construction, scoring 93 1-2 points out of a possible 100—beating its nearest competitor 8 1-2 points.

And besides winning first in their Classes in Design and Construction, the Avery Tractor and the Undermounted Engine won a DOUBLE FIRST in the Entire Contest, both scoring the same—93 1-2 points out of a possible 100—and beating the nearest of their 28 competitors by 6 1-2 points.

This is certainly wonderfully strong proof of the superiority of Avery Design and Construction. No further evidence should be necessary to convince Dealers that the Avery Agency is absolutely the best obtainable. Write at once for particulars and Terms.

Manufactured by AVERY COMPANY, PEORIA, ILL., U.S.A.

HAUG BROTHERS & NELLERMOE CO., LTD.

CANADIAN JOBBERS,
WINNIPEG, CANADA

Why Flax Crop is Increasing.

By A. F. Mantle, Deputy Minister of Agriculture, Saskatchewan.

There are three good reasons for supposing that the rapid increase in the flax area of Saskatchewan will continue. One is the very satisfactory price that has been realized for flaxseed for a number of years past, and particularly during the last twelve or fifteen months. Another is the comparatively small bulk of the product of an acre of this crop as compared with wheat or oats; this is an important consideration to men who must haul their grain 40, 50 or 60 miles to the nearest railway station, or who must store it on the farm until the coming of winter affords them an opportunity to market it. The third reason is found in the fact that flax is the only grain that gives a satisfactory return as a rule when grown upon virgin prairie land in the same season that the land is first plowed. Many assert that this latter practice—growing flax on freshly plowed breaking—is poor farming, and that the person following it is no farther ahead at the end of, say, three years, than if the breaking had been left fallow throughout the first season. This may or may not be true as a general rule; it is a practice that will not be recommended by this department in any case. The fact must be borne in mind, however, in this connection, that many of the settlers taking up virgin land in Saskatchewan have little capital and few resources. Any method of farming that offers to such men a reasonable certainty of quick and profitable returns is worthy of their serious and perhaps favorable consideration provided no permanent damage to their virgin farm is involved.

Such men can perhaps afford to sacrifice a little advantage in later years, if such must be, in order to secure speedy returns that the sowing of flax on newly plowed breaking offers. For this reason, provided the flaxseed used is free from the seeds of noxious weeds and from flax wilt, this practice is not to be unhesitatingly or sweepingly condemned.

The only bad effect attributed to the growing of flax upon freshly plowed breaking is on the decomposition or rotting of the prairie sod. It is freely asserted by some that the mechanical condition, or tilth, of the field which has undergone this treatment is not as good for a decade afterwards as it would have been had the field been left fallow throughout the first summer. The truth probably is that its mechanical condition is greatly impaired and will remain so until it has been summerfallowed. Breaking properly conducted is only a summerfallowing of the prairie. If this operation, set in motion by the first plowing, is interrupted and suspended by the sowing of the crop and its subsequent growth, it is evident that advantages and results of a summerfallow cannot be looked for. Moisture cannot be stored in the soil, decomposition of organic matter (roots, leaves, etc) cannot proceed as quickly and generally and the preparation and storing up of available plant food cannot take place. These three processes, of vital importance to succeeding crops, are almost dependent upon and inseparable from the summerfallow in the western half of Saskatchewan. If, instead of the

summerfallow, flax is being grown, moisture used instead of stored, decomposition arrested instead of hastened, and plant food assimilated by the crop instead of made ready in the soil—the effect upon succeeding crops is almost certain to be felt. Should the months of June and July be wet in the following summer these ill effects that follow the growing of flax on newly plowed breaking might not be met with; otherwise they are almost certain to be in evidence.

Brandon

The annual gathering of the Manitoba Union of Municipalities took place here, and there were some 250 delegates in attendance. Many important matters were dealt with, among which was the Good Roads movement, and others equally important to municipalities generally.

The directors of the winter fair have decided to hold the fair from the 2nd to 7th of March, 1912. The financial report submitted by the manager was very satisfactory, showing the receipts to be \$16,511, sufficient to leave a small balance to the good. Plans were submitted to the meeting, which met with the approval of the board, for a new auditorium. The building will be one of the best of the kind in America, will cost \$80,000.00, and will have a seating capacity of 6,000, with facilities to accommodate a crowd of about 15,000 on special occasions. The building will have a frontage on Victoria avenue of 80 ft., and will be 160 ft. in depth and 63 ft. in height, and of such a construction as to be without pillars to interfere with the general view.

W. Burke, implement dealer, has disposed of his business to The Stover Gasoline Engine Co., of Brandon, who take possession on the 1st of December. Mr. Burke intends to take an extended holiday before going into business at any other point.

The International Harvester Co. have moved into their new premises. Their new warehouse is one of the finest in the city, and they have every facility for doing a large transfer business in the future.

E. B. Gass, local agt. for the International Harvester Co., is at present on a business visit to the Chicago house.

Mr. Douglas, office manager of the International Harvester Co., here is at Banff. Mr. Douglas has been laid up for some time with rheumatism, and is trying Banff for relief. We trust that he may come back quite well.

We had a very pleasant visit from Chris Johnson, implement dealer at Baldur. Mr. Johnson has had a very good business during the past season but collections are slow.

W. A. Brady was a business visitor to our city, who also reports business good but collections slow.

Walter Chisholm, of Chisholm and Wood, implement dealers at Bradwardine, was in the city. Very little business is being done in the trade in this district at present, caused to some extent from the state of the roads, there being neither good wheeling or sleighing. There is still some threshing to be done, and money is coming in very slowly.

Carriage Company Expanding

The J. B. Armstrong Manufacturing Co., of Guelph, Ont., have moved their Winnipeg office to the second floor of the Lock Block, 179 Bannatyne East, where they have ample storage space, showroom, and office. The location is an advantageous one, being in the heart of the city, and only a few doors from Main street. The company are highly gratified with the rapid increase in their Western business, and H. H. Gracie, their representative here, states that the demand for his line is most satisfactory, and necessitated more commodious quarters in Winnipeg.

Permanent Exhibition for Winnipeg

The Development and Industrial Bureau of this city has in hand plans for one of the best permanent exhibitions on this side of the Atlantic. This plan includes the erection of a building with 40,000 feet of floor space and plate glass exposure on two streets, in the centre of the city. The building will be used for Bureau offices and for displaying the products of Western Canada, natural and industrial. The project is the outcome of a proposition for enlarged quarters, that has been before the Bureau executive for some months, and is calculated to make the best and most effective means of publicity for Winnipeg and the West that could be devised.

Aspinwall Sprayers

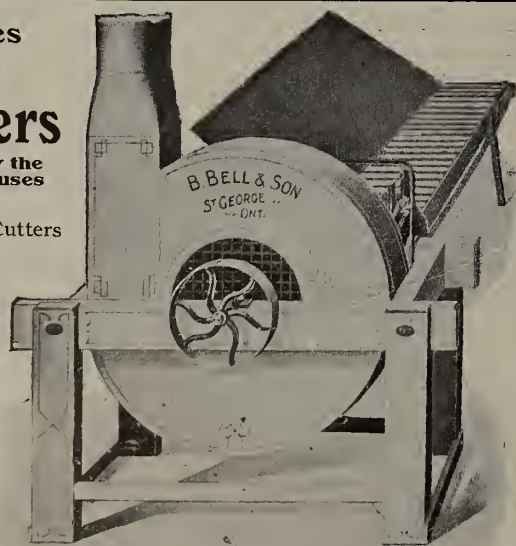
The Aspinwall Manufacturing Co., Jackson, Mich., are distributing to the trade a 16-page catalog descriptive of their line of spraying machines for every purpose, including one-horse cylinder and two-horse double cylinder types. A complete line of attachments, for Broadcast, Vineyard, Low-down Boom spraying, &c., is also illustrated and described. A valuable collection of formulae for spraying mixtures and a spray calendar complete the catalog. This company also handle a full line of potato machinery, consisting of planters, diggers, sorters, and cutters. Dealers should write for a copy.

This Illustrates The Famous Bell Blowers

As sold exclusively by the
largest Implement houses
in America

Bell's Blowers and Feed Cutters are used in all large public places, such as the Agricultural College, Winnipeg; C.P.R. Demonstration Farm, Strathmore, Alta.; Government Farms at Claresholm, Olds and Ponoka, Alta. Van Horne Stock Farm, Selkirk; Eaton's Stables, Winnipeg, and many others.

If you don't sell the BELL you don't sell the best, but you can by writing for the Agency.



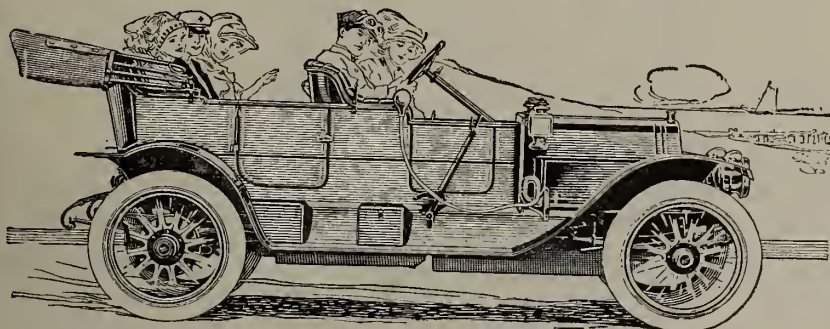
Get Our Catalogue

B. Bell & Son Co. Ltd., Winnipeg

Mitchell Automobiles

Silent as the Foot of Time

Do you want to give your customer the best value his money can buy in Motor Cars?
Do you want to make him your friend? Then you cannot afford to overlook the MITCHELL



Model T, \$1675—fully equipped.

We have some territory left for good live agents.

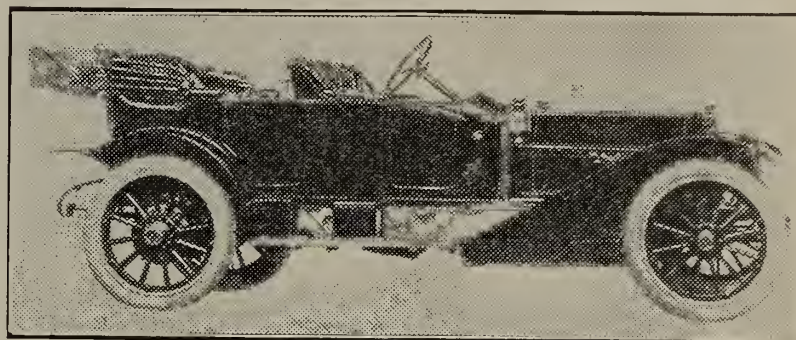
Send for catalogue and full particulars to

A. C. McRAE,

Cor. King and James Sts.,
Winnipeg - - - Man.

- Torpedo Roadster, four cylinder, 30-h.p., 100 inch wheel base, 32 x 3½ inch tires, fully equipped\$1350
- Four Passenger, four cylinder, fore doors, 35-h.p., 100 inch wheel base, 32 x 3½ inch tires, fully equipped\$1475
- Five Passenger, four cylinder, fore door, 35-h.p., 112 inch wheel base, 34 x 4 inch tires, full floating axle, fully equipped..\$1675
- Five Passenger, six cylinder, 40 h.p., 125 inch wheel base, 36 x 4 inch tires, full floating axle, fully equipped\$2250
- Seven Passenger, six cylinder, 50-h.p., 130 inch wheel base, 36 x 4½ inch tires, full floating axle, fully equipped\$3050

All prices F.O.B. Winnipeg.

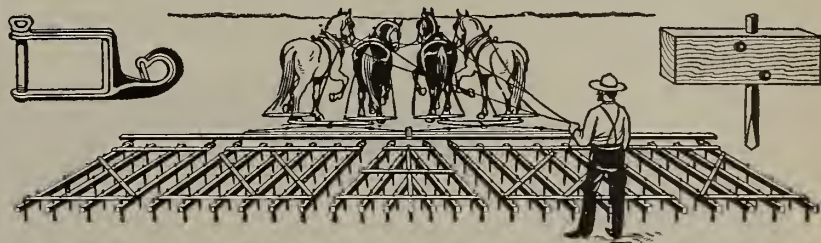
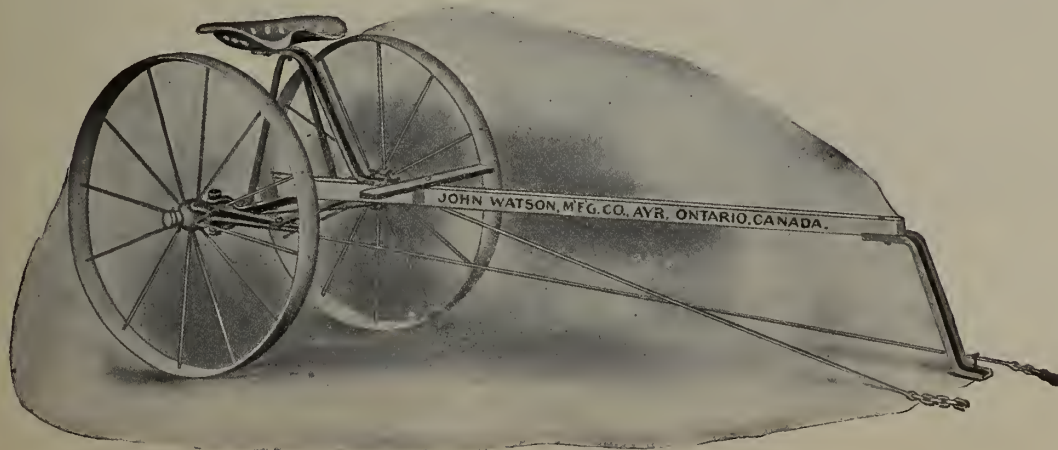


Little Six, \$2250—fully equipped

You can sell a Watson Steel Wheel Harrow Cart

with every harrow that goes out of your store. Any man might just as well ride as walk when he is harrowing. It doesn't take much argument to make a customer realize the advantage. This cart is made in three sizes, 24, 28 and 36 inch high wheels. It's light draft and adds practically nothing to the pull. Short hitch, seat good and high—away from the dust—steel construction throughout, and has removable boxings.

Go over the proposition again! It's a first class article, a ready seller and gives a good margin of profit to the dealer. If that's good enough for you, write in to-day



Sell the Harrow that HARROWS

More WATSON BOSS WOOD HARROWS are sold in the West than all others combined. It's bound to be so, because the WATSON is a different harrow and a better harrow. It's made

of seasoned hardwood. Has two rivets to each tooth, malleable draw clevis—designed correctly and perfectly finished. Your customers will appreciate the difference between WATSON HARROWS and the others. Link up with the right line and lay the foundation for big business and good business.

John Watson Mfg. Co.

WINNIPEG

Good Roads.

The good roads movement is making progress in Manitoba. Recently a by-law was submitted to the ratepayers of Assiniboia, having for its object the expenditure of over a quarter of a million dollars on two highways entering Winnipeg from the west. The by-law failed to carry, not because the residents disapprove of good roads, but on account of a supposed unfairness in the distribution of the taxation necessary to pay for the paving. The scheme, however, has not by any means fallen through, for it is the intention of the various wards to pave their own section of the frontage in question under the Local Improvement District Act.

It was proposed to distribute the expenditure over 20 years by the issue of debentures every five years until the whole amount was covered, and while the sum needed was certainly a large one, there is no question but that the benefits to residents would be in proportion. The enhancement of real estate values alone is an important item, and where a first class asphalt road is available, such as was proposed in this case, it is obvious that a great impetus is given to the prevailing trend of population towards suburban districts.

The highway under discussion was to be extended westward about 11 miles—sufficiently far to be of great value to farmers, market gardeners, and others with business in the city.

It is reported that there is a strong support for the proposed highway from Winnipeg to Galveston, Texas. A committee of engineers are making a trip over the route at the present time, and they report enthusiastic meetings and promises of financial support from every county.

The Meridian Road, as the proposed highway is to be called, is to be built almost on a meridian line from Winnipeg to Galveston. It will be built along scientific lines, and constructed to begin with of only such material as is directly at hand; in fact, for the most part, it will be simply a dirt road, but so built and maintained that it will be passable all the year round.

It will be improved from time to time, and will be under business-like management, so that it will always be in shape for travel. Besides being a main highway from the south to the northern part of this country, the road will furnish a means of communication between all intermediate points, and be of great benefit to all communities through which it passes.

The work of organization for the laying out of the road and construction is being taken up by state officials in each of the

states through which the road will pass. They met with enthusiastic receptions at all points along the route, and finished their South Dakota trip at White Rock recently.

The commercial clubs and other organizations in North Dakota will at once take up the work of organization in that state.

Reviewing this subject on general lines, Canadian Engineer says:

In Canada, where agriculture is among the chief industries of the people, the prosperity of the country will be reflected in the prosperity of the farmers. Good crops and activity on the farm has a beneficial effect on general trade conditions.

It follows, then, that conditions which detract from the prosperity of the farmer have a serious effect upon the trade conditions of the country, and an improvement in conditions which add to the farmers' income or profits will have a tendency to better the trade of the country.

One of the most serious drawbacks that the Canadian farmer has had to face was the condition of the highways in fall, winter and spring. In some communities to-day at certain seasons of the year the rural highways are almost impassable, and for weeks at a time the farmer never thinks of attempting to team to market. Knowing that such conditions recur with the seasons, he has been in the habit of marketing his crop before the roads break up in the fall. This means that in the autumn there is an over-supply upon the market; prices drop to that point where the commission man, the merchant and the storehouse-keeper can afford to buy and store for distribution at a period of the year that the farmer cannot reach the market.

The farmer—the producer—loses on the sale, and the consumer, instead of paying the producer, pays the middleman. The producer, therefore, gets a lower price for his product than he would if he could supply the market more uniformly.

Aside from the lower selling price, the expense of hauling produce over the ordinary country roads is another source of loss to the farmer. The cost of hauling over unimproved roads varies from 15 to 65 cents per ton mile, with an average of about 25 cents. On good macadam roads, properly maintained, the cost will be from 10 to 12 cents per ton mile. It may be fairly claimed that this excess over the 12 cents per ton mile may be styled a loss to the farmer, and these losses work direct losses to the merchant and the manufacturer.

Not only does the country merchant and the wholesaler suffer because of this intermittent marketing of produce, but the railways find great difficulty in handling the irregular traffic. At one time they are working their men and rolling stock to capacity and at another time thousands of cars are idle.

Communities today realize that the market highways leading to commercial centres must be improved. The city of Toronto and the county of York, are preparing to spend \$300,000 on market roads leading into the city of Toronto. This is the first example of a Canadian city granting money to improve highways outside of the city limits, and it is confidently expected that results will encourage other centres to lessen the cost of living by transportation.

In Canada most of our roads have been maintained by the statute labor system, and frequently the money spent on repair work has been as good as wasted. With the establishment of good roads systems and the construction of roads to government standards, it is to be hoped that our roads will be built and maintained under the direction of experts, that we may receive good value for our outlays.

The Struggle For Food.

From the Story of Bread.

For fifty centuries the world stood still—waiting to be fed. Fifty centuries!—think of it—centuries of light, centuries of darkness. Great wealth sat in the high places, great poverty filled the lowlands, the few knew much, the many knew little; the thousands idled and were round and fat, the millions toiled and were cold and hungry; the world moved forward, yet the world stood still.

Man furrowed his brow, bent his back, and crumbled away before his time, all in an effort to scratch from the earth a few grains of wheat with which to keep the spark of life flickering in his starved and shivering body.

"Bread! Bread! Give us bread!" That was the cry. Year after year it was bread. But the world rolled quietly on its way, and the cry was not answered. The wise men were busy gazing at the stars, and those not so wise could not think of a way to more bread.

In the streets of London and Paris, and later, in New York, men, women and children fought for bread—just plain, common, everyday bread, the kind we place on our tables along with the knives and forks—the kind that is so cheap that hotels and restaurants forget to charge for it.

It seems rather strange that people should be forced to fight for bread. That is to say, it seems strange to us who live in this Age

of Plenty. Oh, yes, it's true that our large cities still have their bread lines. But bread lines are not for the lack of bread. They are for the lack of something or other which puts up the fight that gets bread, and all that goes with it.

There is plenty of bread to-day, and it is cheap enough, too. Every bread line and every soup house is a sign that somewhere in our civic, industrial, or social machinery something is out of gear. If a man is willing to work he should be given work to do; if he is not willing he should be given something else—say a loaf of bread, a bowl of soup, and numerous kicks, all properly placed. However, this is a problem to be worked out by our economical and sociological friends.

Automatic Potato Planting Machine

A potato planter that cuts, plants and covers the potato, and having a capacity of about six acres a day, is said by Popular Mechanics to be one of the newest inventions in agricultural machinery. This device, which is built mostly of steel, is automatic and positive in all its operations. The seed potatoes are held in a wooden box of about two bushels capacity, and drop through a hopper into a spout in such a way that clogging is said to be impossible. From the spout each potato in turn is moved by a steel pick into a small hopper over the cutting knives. The pieces of the potato then drop into the planting box which lets them fall at regular intervals behind a shoe that opens up the ground for their reception. This shoe can be adjusted by a hand lever to make a deep or shallow groove as required. Another attachment behind the shoe covers up the ground. All operating parts are controlled by cams, and can be thrown into or out of gear by a foot lever.

New Rope Fiber.

A shipment of "caroa" plant has been made from Rio de Janeiro, Brazil, to England, for the purpose of testing the merits of this newly discovered fiber. The caroa plant grows wild in the interior of Brazil, and it is said that there is an inexhaustible supply of this rapidly growing plant. It is claimed that ropes made of caroa fibres are ten times stronger than Manila ropes of the same thickness and that experiments with it have been very satisfactory.

A man with an aim will sooner or later be a man with a name.

TO THE LIVE DEALER



UNIVERSAL FARM MOTOR

You Must Get in Line!

The dealer who has not secured the agency for a reliable tractor is sure going to fall behind in the race. These machines have come to stay; they mean good profits to you, splendid results for your customers, and they will

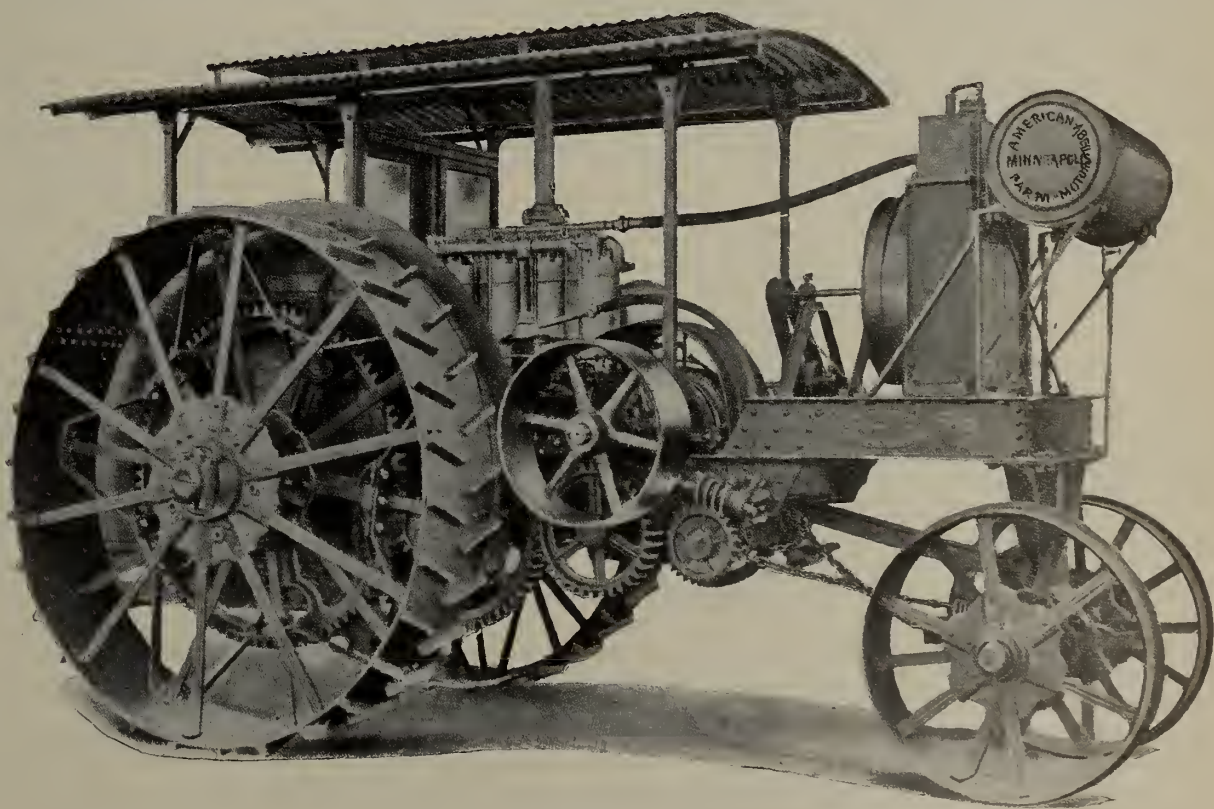
**Form a solid foundation for
your 1912 business.**

“UNIVERSAL” and “MINNEAPOLIS” FARM MOTORS

embody all that is latest in the construction of internal combustion tractors. Built to give a life-time of service, they represent the highest attainable mechanical skill and the best procurable materials. Fuel economy is a strong point with these engines.

The only radical difference between them is that the “Universal” is of the horizontal double opposed cylinder type, while the “Minneapolis” has a 4-cylinder vertical motor. Each style of construction has its advocates for various reasons, but we believe each engine to be the best in its particular type.

**Write for Catalogue and
Agency Terms.**



MINNEAPOLIS FARM MOTOR

American-Abell Engine & Thresher Co., Limited

Winnipeg

Regina

Saskatoon

Calgary

Edmonton

Toronto

Greetings To All

Shortly after this issue is in the hands of our readers Canadian Farm Implements will have attained its seventh Christmas. It is with the most cordial feelings that we offer to all and sundry who receive our paper the old-time salutation "Merry Christmas." It is a greeting that never grows stale. Coming but once a year there is really slight reason why it should, and on the festive day we have no fear that repetition of the familiar words will prove irksome.

Honestly, now, we do hope that every one of our readers will have a right good, jolly holiday season amongst convivial friends and relatives, and that no unkind thought or word may mar the happiness of any.

Our only regret is that we are unable to be present in the person at the scene of all our readers' festivities; but we can, however, send them all our feeble message of goodwill through these columns, and the memory of many an old friend now far distant will be with us.

Just a word about ourselves. During the past year we have endeavoured to the best of our ability to give the implement trade a readable paper and a reliable one. That we have fallen far short of our ideal goes without saying, but we can truthfully say, from an inspection of past years, that there is improvement in our journal both from the standpoint of the reader and the advertiser. Without going into details we may say that Canadian Farm Implements has the fullest confidence both of its readers and of the manufacturers and jobbers who patronize its advertising columns. Bringing this brief encomium to a close we hasten to give our assurance that we realize to the full our imperfections, but will continue in our effort to produce a still better paper from year to year. And again, we wish all a Merry Xmas.

Your Christmas Sale

The season of good impulses fast approaches. Now, if at no other period of the year, the tightwad loosens up a little, and that this occurs is something to be thankful for. Aside from purely sentimental aspects this season of the year also has its crop of good resolutions in connection with business matters. There is no need to wait for New Year's Day to take account of stock, clean up and arrange the warehouse in an orderly manner, and straighten out the books. Give yourself a really useful Christmas present by spending a little time on these matters, and while you are so engaged find out for certain whether you are making a fair profit on every article you sell. Having

CANADIAN FARM IMPLEMENTS

THE OFFICIAL ORGAN OF THE
INTERPROVINCIAL RETAIL IMPLEMENT DEALERS' ASSOCIATION

A MONTHLY NEWSPAPER

DEVOTED TO THE INTERESTS OF DEALERS IN AND MANUFACTURERS OF
FARM IMPLEMENTS, VEHICLES, ENGINES, AND MACHINERY

Established in 1904 and Published Monthly by

Canadian Farm Implements, Limited

F. D. BLAKELY, Manager
Telephone Main 518

822-3 UNION BANK BUILDING

WINNIPEG, CANADA

SUBSCRIPTIONS

\$1.00 per year in Canada; Foreign \$1.25 per year.

Single Copies, Ten Cents

ADVERTISING

RATES MADE KNOWN ON APPLICATION

Change of Advertising Copy should reach this office not later than the
25th of the month preceding issue in which insertion is desired.

CORRESPONDENCE

Solicited on all matters pertinent to the implement and vehicle trade. As an evidence of good faith, but not necessarily for publication, every correspondent must sign his name. We reserve the right to edit all matter submitted but do not undertake to endorse opinions expressed by correspondents.

Member Western Canada Press Assn.

Entered in Winnipeg Post Office as second class matter.

WINNIPEG, CANADA, DECEMBER, 1911.

attended to these affairs go over your stock again and see if you cannot make a special attractive display of articles suitable for gifts. It does not require very much ingenuity to make up a list of articles which will appeal to the members of both sexes at this time. Where a number of side lines are carried the task is still easier, and we recall an implement dealer in a small town who cleaned up quite a pile by his Christmas sale, which was strongly advertised, and very attractively displayed. His case was, perhaps, somewhat exceptional, as in addition to a full line of farm machinery he handled pianos, organs, phonographs, sewing machines, and so on, all of which appealed specially as gifts.

The average dealer can, however, make quite a creditable display from his regular stock, including high-grade vehicles, kitchen cabinets, cream separators, washing machines, and so forth. A special circular mailed to patrons and prospects, and calling attention to the sale will prove helpful, and a small but useful gift to every purchaser is quite an inducement to buy. Perhaps most will depend on the tasteful arrangement and decoration of the store or warehouse. We believe it would be a profitable investment to use an ample amount of light draping, evergreens, where procurable; tinsel, and other forms of decoration pleasing to the eye. A real Christmas tree of goodly size, and properly tricked out with trinkets is a never-failing bait for the little ones, and where they go their elders are likely to follow, and become interested in something else. In any event, the implement dealer should make a

strong effort to get his share of the Christmas trade.

Factors of Success

In considering the career of prosperous business men one is apt to single out some particular faculty, and attribute to its possession the power of acquiring success, and similarly, the successful man is inclined to consider one trait of character as especially the cause of his prosperity.

Thus we have constantly presented to us the example of various individuals who reached their high position by various virtues, the assumption being that we should cultivate assiduously whichever of these qualities most appeals to us, if we wish to arrive at the same goal.

Experience shows, however, that mere imitation of the conduct and principles of others rarely leads to success, the probable explanation being that the task of modelling one's life on that of another person is too subtly difficult. Again, it may be that those who have reached the height of commercial success are mistaken in concluding that some peculiar characteristic of their own was responsible for their rise.

It would appear that, to a great extent successful men are born, not made, that is to say, they inherit or acquire very early in life the essential traits which fit a man for the upward climb. It is certain, however, that a very great deal can be accomplished by hard study and close application of fundamental business rules, and every implement dealer could improve his position materially by putting into regular practice certain common factors, which are

apparent in every successful retail business. Briefly, some of these are: study of the needs of the community; careful buying and selection of goods to meet those needs; knowledge of the goods and the imparting of that knowledge to buyers; cheerful and willing service to all and sundry, together with watchful care over prices credits, and collections.

Holding Trade

The implement dealer finds by experience that transient trade is not the most desirable. Customers who come back from time to time are the ones who count for most in building up the business, and, therefore, the prejudices and preferences of every patron should be carefully studied and catered to, with a view to making him permanent. In this respect the implement store differs very materially from others. Bargain sales, attractive window displays, and so forth may often induce a person to purchase some personal or family necessity at a given store. Chance enters largely into this kind of retailing, and even the location of a general store is well known to be an important factor in its success or failure. The nature of the retail implement dealer's business, however, is such that the quality of his goods and the service he gives are the factors which to a very great extent determine his success. Such details as location, display of goods, etc., while having an admitted value in any business, must give way to quality and service. With these two virtues the implement dealer of ordinary intelligence should find no difficulty, not only in creating a demand for his goods, but in making his customers permanent by means of his own dependability.

When You Need the Money.

This matter of timeliness in getting in funds certainly is of importance, says a hardware man who is noted for his slogan, "Clean stock and money in the bank"—living up to both requirements most religiously.

"Early in my commercial life I was compelled to shut up my small store and go out in the harvest field to earn twenty dollars that had to be paid, so I naturally pumped every man who could give me any enlightenment on how to keep a jump ahead of the game instead of a jump or two behind.

"One wholesaler gave me the lesson of my life. He was an elderly man of wide experience, and it took him but a few minutes to jot me down a notation which I have always kept in mind. It ran something like this:

"Pay cash and get,—discounts,

reputation for promptness with all the suppliers bidding for your trade, and a smoothly running business.

"Pay in thirty days and get,—no discounts, a busy bookkeeping department, and rating as credit good."

"Then my wholesaler friend drew a couple of lines to indicate the gap where he might have specified sixty and ninety day payments and wrote:

"Pay in four or five months and get,—your supplier after you, your banker after you, the credit agencies after you, and lose all the benefits you would otherwise get."

"When he had given me time to absorb these facts he clinched them by saying:

"Now when you've the cash you can get in other money without difficulty; it's merely a question of pure banking—your banker will let you have twice or three times as much as your balance at the bank, any time almost.

"But when your money is still in your customers' pockets—when things are beginning to press you—that's a different matter; you must pay more to get hold of the money, that's all."

"This counsel has always greatly influenced me and I have always made it a point to keep—as far as possible—from the need of paying too much to get the money in. That is a place in business where it is possible to make a substantial saving by keeping the business in such shape that at no time is there the necessity of paying the long price for funds.

Ambition.

What is ambition, anyway? It's an everlasting aspiration to be at the top of the ladder. How often you hear it said of so-and-so—"he has no ambition." In other words, he is a worm of the dust. Ten dollars a week lets him by. He's thankful for work. He shaves twice a week. Has his shoes shined and his hat brushed every Sunday "regular." Doesn't believe in cleaning his nails nor calling on a girl nor having his trousers pressed. No time or desire to read a line on the Reciprocity bill, but "he's there" when the sporting news is discussed. Pretty good judge of poor beer and can roll a good cigarette with the best of them.

Now, if this description doesn't hit one of you fellows, well and good—be thankful. But if it does, give yourself a shake—just the way a dog shakes the water off himself. Take a few deep breaths of pure air, look yourself over, spruce and start in. Don't care if you're fifty years young, it isn't too late. All the better if you're 17. But up till now they have dubbed you a "no ambition" chap and its time to fool them. You'll get more fun, more peace, more real life out of life when you

begin to "fool" them than you ever thought existed for you. Work, think, plan for the top of the ladder, even though to-day you're standing with some insecurity on the first rung.

Honesty and Truth Win Trade.

"We deal with our friends, our enemies will not trade with us." There is a relation which exists between a merchant and his customer which is similar in every respect to the relation which should exist between an attorney and his client. "A merchant is the attorney for his customer." A merchant's customer is his friend and to build up a business along the lines which create regular customers is just about the same as building up personal friendship. The merchant who can win the respect and confidence of the people in his town and territory has acquired something which both he and his clientele can point to with pride.

slipped something into a bag and winked at the clerk do not and will not tolerate such practices now. If your customer out in the next town sends in for something you select the very best you have, because you know it is the only thing to do and because you know also that to do anything else would be contrary to your interests as a business man. If a little girl comes into your store to buy something you take even greater care to select something which will please her mother because the fact that the little girl is sent places you on your honor and is a compliment to your integrity.

New General Manager.

J. H. Colville has been appointed general manager of the Sharples Separator Company, taking the place of Albert W. Rockwell, deceased. Mr. Colville brings a strong personality to the management, as well as a broad

Personal.

N. Moser is a new implement dealer at Odessa.

John Bone is opening an implement store at Ridpath.

R. Spicer is opening an implement warehouse at Spicer.

W. T. Beilby, implement dealer at Clanwilliam, is selling out.

Gillies and Hinds have opened an implement store at Raymore.

S. H. Jones is opening an implement warehouse at Blain Lake.

D. S. Lloyd is successor to D. C. Gray, implement dealer at Ceylon.

Wm. Stewart is discontinuing the implement business at Ridgeville.

Walker and Dope have opened an implement warehouse at Wetas-kiwin.

Douglas and McKay, implement dealers at Sedgewick, are discontinuing.

Fawcett Bros., implement dealers at Stoughton, have gone out of business.

Alex Venn is reported successor to J. R. Graham, implement dealer at Lang.

Campbell and McDonald are entering the implement trade at Stanhope.

Robert Fox, implement dealer at Strassburg, has sold out to R. L. Snowball.

Crossley and Burgoyne have opened an implement warehouse at McCreary.

J. R. Watson has sold his implement business at Boissevain to N. White.

R. G. Fraser is successor to E. W. Dailey, implement dealer at Aberdeen.

H. Wilson has succeeded M. Harper, implement dealer at Sedgewick.

Currey and Gregg are discontinuing their implement business at Macoun.

McMahon and Thompson have commenced an implement business at Newdale.

A. McDonald is successor to Wm. Cochrane, implement dealer at Oak Lake.

Coates, Bros., implement dealers at Glenboro, have been succeeded by G. J. Olson.

Geo. Harton, implement dealer at Manitou, has been succeeded by Jos. Bradley.

A. C. McDonald has commenced business as an implement dealer at Webb.

Soldan and Co., implement dealers at Saskatoon, have sold out to B. H. Johnston.

W. F. Davey, implement dealer at Creelman, has been succeeded by R. Widderfield.

Moore and Farnham, implement dealers at Chamberlain, have sold to L. Humphries.

Fell and Son, implement dealers at Welwyn, have been succeeded by Hugh A. Little.

W. C. Ostrum, implement dealer at Bulyea, has been succeeded by McElroy and Kerr.



ONE BASIS—TRUTH!

There is only one basis on which such a thing can be worked out, and that is on the basis of absolute truthfulness and honesty. It is realized at the time of this writing, that there are many merchants who are fairly honest in all their dealings, who will at the same time take this idea with salve. But it is impossible to estimate the amount of business it would bring to a store in a period of five years if the policy of that store was known throughout its trade territory to be one of absolute honesty and truthfulness. Just imagine what it would mean to prepare an advertisement in which there was nothing but facts and to have the peace of mind to know that every one on your mailing list believed the truthfulness of everything you said.

This day is approaching and it is approaching far more rapidly than most of us realize. Concerns which only a few years ago

capacity and the skill of long experience. He has a wide acquaintance with those doing business with the Sharples company. He has been identified with the Sharples industry for eleven years, more than half of that time as manager of the Chicago branch. For two years he was manager of the company's Canadian plant at Toronto and had charge of the Canadian business. He also spent two years as eastern sales manager and credit man. In the latter position he was in constant and intimate touch with his predecessor, and the general policy of the company and thus is specially equipped to carry forward the undertakings and enterprises under way and in contemplation. Mr. Colville's headquarters will be at the company's main office in West Chester, Pa.

If you sit in a draft the doctor may cash it.

More people would succeed if more would try.

A. C. McRae and family are leaving to spend the winter in California.

Olmstead Bros., have taken over the implement business of T. T. Hill at Milestone.

Fred Sproule is successor to Howse and Sharp, implement dealers at Strassburg.

A. B. Graham, prominent dealer at Birch Hills, has been succeeded by Graham and Scott.

Geo. D. McMillan is reported successor to A. R. Leigh, implement dealer at Ninette.

Johnston, Bros., implement dealers at Netherhill, have been succeeded by J. B. Schell.

Robertson and Stevens, implement dealers at Forward, have dissolved, Stevens continuing.

Stewart Bros., in the implement business at Elstow, have been succeeded by McConnell Bros.

John Schmidt is reported successor to Schmidt and Goosen, implement dealers at Hepburn.

McBride and Co. have purchased the implement business of McBride and Anderson at Caron.

Campbell and McKenzie, implement dealers of Pipestone, have been succeeded by McKenzie, Bros.

C. G. Wuthrich, Calgary manager of the John Deere Plow Co., spent a few days in Winnipeg last month.

Cameron and Laycock, implement dealers at Waskada, have dissolved. W. S. Cameron continues.

I. J. Haug, of Haug Bros. & Nellerhoe, has just returned from a successful quest after moose.

Scott and Humphries, implement dealers at Raymore, have dissolved. A. J. Humphries continues.

Harvey Cockshutt, of the Regina branch of the Cockshutt Plow Co., paid a visit to the Winnipeg office recently.

Davidson and Lightfoot now carry on the implement business at Carroll, formerly conducted by Chas. Davidson.

C. H. Stinson, manager of the American Abell Co., has just returned from a visit to the Western branches of his company.

E. A. Mott, Western manager of the Cockshutt Plow Co., has recently completed a visit to the Western branches of his firm.

Johnston Bros., Hanley, have disposed of their implement business to the Western Farmers' Supply Co. Possession Jan., 1912.

Miss J. M. Nelson, auditor of the Avery Mfg. Co., is now in Winnipeg making the annual audit of the company's agency here.

M. J. Beatty, sales manager of Beatty Bros., Fergus, Ont., and Brandon, Man., is at present touring the West in the interests of the company.

The Winnipeg Ceiling and Roofing Co. have made application to the Provincial Government for letters patent to increase their capital to \$500,000.

Noble and Halliday, dealers at Pangeman have dissolved. C. Halliday continues. J. R. Noble has taken over the Massey-Harris agency at Tompkins.

H. W. Hutchinson, manager, and D. Drehmer, secretary, of the John Deere Plow Co., have just returned from a trip to the factories and head office of the company at Moline, Ill.

J. M. Thompson, of Brandon, Western manager of Beatty Bros., recently gave us a call, and reports business more satisfactory than the most sanguine expectations of the company.

R. C. Coackwell, formerly general agent for the Massey-Harris Co. on the Forward and Radville lines, is going into the implement business at Excel, the present terminus of the Weyburn branch.

I.H.C. Officials On Annual Trip

The Western Canadian general agents of the International Harvester Company, were recently on their annual trip to the head offices at Chicago. The party included the following gentlemen:—E. B. Gass, Brandon; W. P. Wells, Regina; W. O. Lamb, Weyburn; Chas. McClenaghan, Lethbridge; J. A. Brookbank, Calgary; W. J. McCallum, Edmonton; P. F. Lanz, N. Battleford; R. H. Potter, Saskatoon; J. A. Tanner, Yorkton; and M. J. Rodney, Winnipeg.

The party visited en route Hamilton, Ont., where they spent three days, taking in the I.H.C. and Oliver plants at that point, where they were joined by Cyrus H. McCormick, president; J. F. Jones, Canadian district sales manager; and Alec Legg, assistant general manager. Chatham, Ont., was the next point on the itinerary, whence the party proceeded to Chicago, and stayed three days in the windy city. Leaving here, Racine, Wis., was visited, and the plant of the Belle City Manufacturing Co., makers of threshing machinery, was inspected. At Milwaukee, the next stop, the party enjoyed a visit to the I.H.C. tractor plant, after which all dispersed to their various destinations.

Did you ever notice how a piper prances up and down as he pipes? He never sits, he never stands still, but up and down, round and round, to and fro, he struts continually. A little boy, listening to the weird skirl of the bagpipes of a street performer, once said to his father:

"Father, why does the piper keep on the move all the time he plays?"

"I can't say, my boy," the father answered, "unless it is to prevent anyone getting the range with a cobblestone."

System In Business.

After a man puts into his business all the other essential qualities, which have been dilated upon so frequently under the title, "Factors of success," there still remains the necessity of system, without which the whole fabric soon becomes insecure. Lack of system is probably responsible for more failures than any single cause, and where lack of system extends to every department of a business, but a very short time is necessary to bring about disaster. System must be employed to keep the books in order, the stock properly arranged and accessible, and the accounts in shape. System discovers what goods are profitable and what are not, whether this employee is making good, or that one a mere burden to the firm. System is the organization of every branch and ramification, of a business, however small, which makes the whole work smoothly, and enables the proprietor to instantly detect a leakage or a failure of some part of the machinery to accomplish its rightful task.

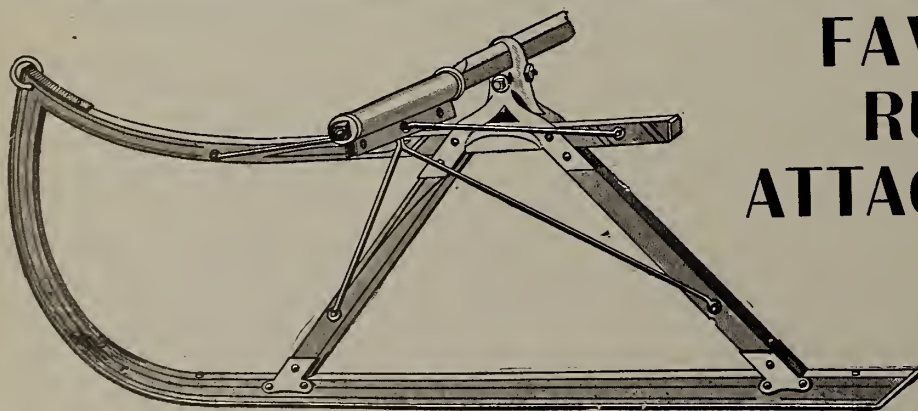
System, however, must not be confounded with red tape. The latter merely puts obstacles in the way of rapid and accurate transactions; the former makes them possible. System makes business a pleasure; and goes a long way toward making it a success.

Express Companies must Lower Rates.

The Railway Commissioners in session at Toronto have made an order in connection with the express inquiry directing the companies to graduate small parcels under the lowest through or aggregate rate per 100 pounds.

1. Pending disposition by the board of the question of joint tariffs, shipments of express freight subject to graduate charges carried by two or more companies in Canada shall be charged the graduate under the lowest through or aggregate rate per 100 pounds to the destination thereof on such companies' lines; except that when the through or aggregate rate is less than \$2 per 100 pounds, the minimum through charge shall be 60 cents, unless the graduate under \$2 is lower, in which case the said lower graduate shall be the minimum charge; provided that in no case shall the charge on less than 100 pounds be more than for 100 pounds at the through rate, or more than the sum of the local graduate charges. If a joint through merchandise rate is published, the graduate shall be under such joint rate.

2. The companies shall submit for the approval of the board a proof supplement to the express classification for Canada, C.R.C.



FAVORITE RUNNER ATTACHMENTS

Made in
Two Sizes

No. 2—Buggy size for $\frac{3}{8}$ -in. and 1-in. axles.

No. 5—Democrat size for $1\frac{1}{8}$ -in. and $1\frac{1}{4}$ -in. axles.

You get nearly as much profit out of these as you do out of a cutter with only about one third the outlay. Order a few sets for a trial and we know you will want more.

DEALERS: Pay us a visit when en route to your old home in the East or South.

D. ACKLAND & SON, Limited,

WINNIPEG

No. 2, making such changes therein as may be necessary to comply with paragraph 1 of this order, the said proof to be submitted within two weeks of the issue of this order.

3. The companies shall, with reasonable despatch, prepare joint tariffs in accordance with the judgment of the board handed down on December 24, 1910, for all traffic which is to pass over any continuous route in Canada operated by two or more companies.

The effect of the order is to put individual places or local points upon an equal footing with points where there is competition.

The following examples will illustrate the effect of the changes:—

From Gananoque to Winnipeg:
Under Old System. Under Board's Order.

10 pound parcel—	
\$1.55	\$1.15
15 pound parcel—	
\$1.70	\$1.35
20 pound parcel—	
\$2.00	\$1.65
25 pound parcel—	
\$2.20	\$1.80
30 pound parcel—	
\$2.45	\$2.05
35 pound parcel—	
\$2.65	\$2.40

From Gananoque to Calgary:
Under Old System. Under Board's Order.

10 pound parcel—	
\$1.75	\$1.35
15 pound parcel—	
\$2.10	\$1.70
20 pound parcel—	
\$2.50	\$2.00
25 pound parcel—	
\$2.80	\$2.45
30 pound parcel—	
\$3.40	\$2.95
35 pound parcel—	
\$4.10	\$3.40

The charges on the same sized parcels shipped from Toronto to a local point on the Canadian Northern Railway in the West, such as Prince Albert, would be:

Under Old System.	Under Board's Order.
10 pound parcel—	
\$1.90	\$1.25
15 pound parcel—	
\$2.15	\$1.60
20 pound parcel—	
\$2.50	\$2.00
25 pound parcel—	
\$2.80	\$2.25
30 pound parcel—	
\$3.20	\$2.75
35 pound parcel—	
\$3.50	\$3.25

Relative reductions are made from all other points so situated.

The Salesman's Creed

To respect my profession, my company, and myself. To be honest and fair with my company, as I expect my company to be honest and fair with me; to think

of it with loyalty, speak of it with praise, and act always as a trustworthy custodian of its good name. To be a man whose word carries weight at my home office; to be a booster, not a knocker; a pusher, not a kicker; a motor, not a clog.

To base my expectations of reward on a solid foundation of service rendered; to be willing to pay the price of success in honest effort. To look upon my work as opportunity, to be seized with joy and made the most of, and not as painful drudgery to be reluctantly endured.

To remember that success lies within myself, in my own brain, my own ambition, my own courage and determination; to expect difficulties and force my way through them; to turn hard experience into capital for future struggles.

The "Flour City" Tractor

Built in three sizes, viz., 20, 30 and 40 h.p.



A Tractor suitable for the smallest as well as the largest farms. The dealer who handles the "FLOUR CITY" is enabled to cover the entire field with our 20, 30 and 40 h.p. All three of these engines have been in the Winnipeg Contest and all have won GOLD MEDALS.

The "FLOUR CITY" Tractors are equipped with four-cylinder, vertical engine and the High Drive wheels, the type that won in every class in the contest. No further comment is necessary. Write for our Agency proposition.

KINNARD-HAINES CO., 830 44th Ave. N., Minneapolis, Minn.

ONTARIO WIND ENGINE & PUMP CO., LTD.

Toronto

Winnipeg

Calgary

Dominion Agents.

Heney Carriage & Harness Co., Limited.

MANUFACTURERS OF

Carriages, Harness, Blankets &c.,



MONTREAL }
WINNIPEG } December 9, 1911

MESSRS. CARRIAGE & HARNESS DEALERS,
C/o CANADIAN FARM IMPLEMENTS.

Gentlemen,

We gladly take this opportunity as we near the close of 1911, to thank you one and all for your very liberal patronage during the year.

It is particularly gratifying to us to know that our efforts, as manufacturers of Carriages and Harness, to give you a most up-to-date line of goods has been appreciated by you, as evinced by your largely increased patronage. We purpose making every possible effort to retain your confidence not only for 1912 but for many future years.

Please accept our thanks as well as our most cordial wishes for a Joyous Xmas and a Bright and Prosperous New Year.

Yours Sincerely,

HENEY CARRIAGE & HARNESS CO.

Montreal, P.Q.

Winnipeg, Man.

Danger of Parcel Post.

Retailers in the U.S. are as a body strongly opposed to parcels post, and trade papers are practically unanimous in their condemnation of the system.

At a banquet tendered the convention of first class postmasters at Omaha, Neb., by the Commercial Club of that city recently, United States Senator Hitchcock pointed out the dangers of parcel post extension along the lines proposed by the administration. In part the senator said:

"If it is proposed to install the parcels post on such a scale as it is in effect in Europe, it will prove not only out of place, but an actual evil. The conditions are not the same here as there. In Germany the small towns are but groups of dwellings, the homes of those who

till the lands surrounding such communities. There are no banks, stores and business houses, and the parcel post serves to connect those people with the business trade of the cities.

"Here the condition is vastly different. All our towns are embryo cities, with banks, stores, elevators, etc., and a general parcels post with a flat rate at actual cost of transportation, or even below cost, would bring those merchants in the small towns in direct competition with the great department stores in the big cities that are already making millions under less favorable conditions, and would crush out the local dealers, tend to destroy the small community and add to what is already in the big centers.

"We already face the evil of concentration of wealth, population and business in the big centers and it seems to me that the result of such a parcels system would be to make the country more subservient to the cities than it is today."

Lumbering in the Northwest.

From the statements of the lumber companies operating in Prince Albert, it is estimated that 150,000,000 feet of lumber will be cut in the woods to the north of that city this winter. Fully 5,000 men will be needed for this work. Men are starting to come in slowly, and there is still a great demand for labor.

A local company has been formed in Prince Albert to operate a transportation system on the Saskatchewan River between Edmonton and Prince Albert. It is proposed in the first instance to bring coal down the river. A steamer and a fleet of barges will be built for this purpose. This is a quick follow-up of the completion of the Dominion government survey of the Saskatchewan water route that will undoubtedly do great things in transportation of non-perishable goods in the West.

Mechanical Fecundation.

The bumblebee is to be rendered almost superfluous in nature by a machine newly patented by an Indiana inventor. This, at all events, so far as concerns clover and alfalfa plants, which have depended almost wholly upon the bumblebee for their production of seed. Where there are no bumblebees there is neither clover nor alfalfa, and for this reason the United States government not long since sent several batches of these useful insects to Australia, a bumblebeeless and cloverless country.

Up to date it does not appear that the experiment has "panned out" as well as was expected. But this is a matter of no importance if the "fecundating machine," as the inventor calls it, works as well as he claims it does. One such machine, he asserts, is equal for fertilizing purposes to a whole swarm of bumblebees. The contrivance is a two-wheeled skeleton cart, and is intended to be driven by a man over a clover field. In the rear of the axle is a horizontal frame extending almost the entire width of the vehicle. This frame is interlaced with numerous wires in such a fashion as to divide it up into an arrangement of square meshes.

It will be understood, then, that the interlacing wires join each other at right angles. From every joining there hangs downward a pair of spring-shaped

wire fingers wrapped with some fuzzy stuff, such as lint or fibrous down. The fuzzy fingers thus prepared are made waterproof by dipping them in a thin solution of rubber. This is highly important, because they are the business members, so to speak, of the machine. As the latter is driven slowly over the clover or alfalfa field, the horizontal frame, by an arrangement of cams, is made to move a few inches up and down. Four times during each revolution of the cart wheels, they are lifted gently and dropped suddenly. This keeps the frame continually agitated; likewise the fuzzy fingers, which brush the blossoms, take up their pollen, and deposit it upon other blossoms.

In order that clover or alfalfa shall produce good seed, it is necessary that the blossoms shall be cross-pollinated. In other words, the pollen of one blossom must fertilize another. This is a task satisfactorily accomplished by the bumblebee; but Mr. Dennis claims that his machine does it equally well, and that it can be relied upon to fertilize practically all the blossoms in any patch. A smaller machine is also being made now for similar use among strawberry plants.

Increase Capital.

We are informed on good authority that the M. Rumely Co., of Laporte, Ind., has increased its capital stock to \$22,000,000. Of this sum \$12,000,000 is represented by common stock, and the balance is preferred. We understand that the object of this increase in capital is to purchase the assets of the Advance Thresher Co. and Gaar-Scott Co.

Open Winnipeg Branch.

The Hart-Parr Co., Portage la Prairie and Saskatoon, have opened a show room and office at 758, Main street, Winnipeg, in the old John Abell Building. A. W. Fitzpatrick will be in charge, and the company will now be enabled to take better care of their rapidly increasing business in this section of Manitoba.

Quality the Criterion.

Ruskin.

"All works of quality must bear a price in proportion to the skill, time, expense and risk attending their invention and manufacture. Those things called dear are, when justly estimated, the cheapest; they are attended with much less profit to the builder than those which everybody calls cheap.

"A composition for cheapness and not for excellence of workmanship is the most frequent and certain cause of rapid decay and entire destruction of arts and manufacture."

Are You Lined Up?

MR. DEALER: You should be selling the "ACME" Harrow.

Prices within reach of every farmer, still a good profit to you on a small investment.

No imitations, the "ACME" being the only tool of its class, your local agency for the "ACME" will have the field to itself; your customers with their "ACMES" working advertisers and salesmen for you, BECAUSE, from the farmers' standpoint, better crops result. Maximum yield per acre of any crop is obtained where the soil is prepared with an "ACME", it being a Harrow suited to every condition of soil and every requirement of soil preparation after the plow.

For irrigated land, the "ACME" produces the ideal surface condition of a perfect seed bed.

For dry farming, the "ACME" is the best Harrow for proper conservation of moisture, thoroughly packing the under soil turned over by the plow, leaving no air spaces to break the upward attraction of water, leaving the surface in a perfect mulch, thoroughly pulverized.

For Prices and Terms to Agents, write General Agents for your Territory.

General Agents

John Deere Plow Co., Ltd.,

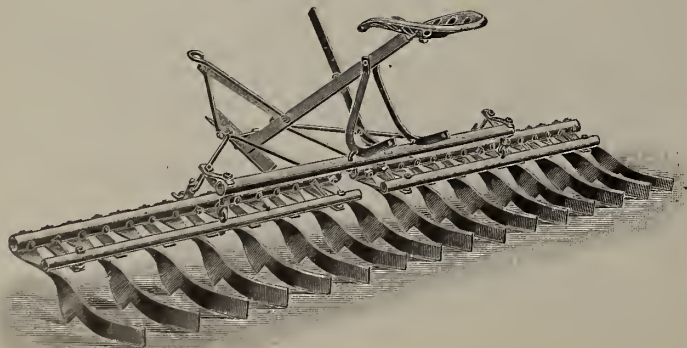
WINNIPEG.

Calgary, Edmonton, Saskatoon, Regina, Lethbridge.

Manufactured By

DUANE H. NASH, INCORPORATED,

107 Division Ave., Millington, N. J.



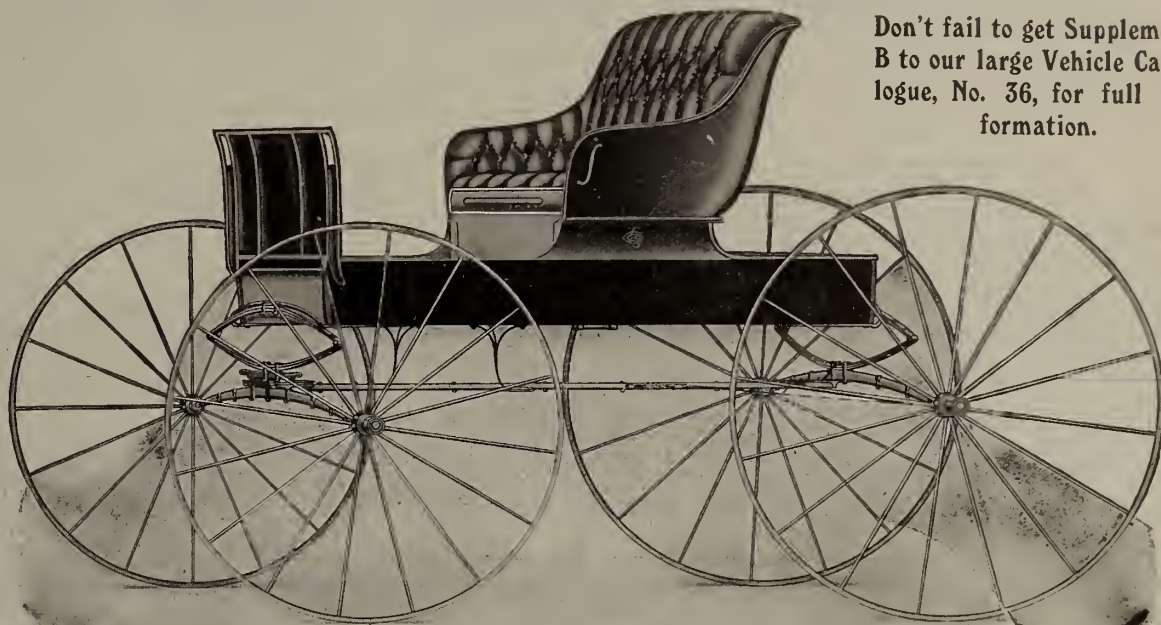
CANADA'S FINEST VEHICLES

The Brockville Wrought Iron Line has the reputation of being "Canada's Standard."

Dealers who are looking for special features and talking points will find in these carriages exclusive characteristics and distinct designs which cannot fail to attract customers and build up a profitable trade.

Some 1912 Brockville Features

- The Brockville Steel Channel Perch Construction
- The Brockville Wrought Three Prong 12 Inch Circle
- The Brockville One Piece Wrought Steel Continuous Body Loops
- The Brockville Diamond Reach Brace
- The Brockville Oil Tempered Graduated Cast Steel Easy Riding Springs
- The Brockville Heavy Panel Plugless Body
- The Brockville Steel Clamp Body Corner
- The Brockville Full Padded Dashes, with Dash Braces and Rails welded to Frames
- The Brockville Silk Rubber Top Lining
- The Thompson "Patent" Truss Brace Shaft
- The Thompson "Patent" Safety Pole



Don't fail to get Supplement B to our large Vehicle Catalogue, No. 36, for full information.

No. 7 1/2 "Brockville Tulip Seat Road Wagon"

The cry for something new and different is just as insistent in the vehicle trade as in other lines. The approach of the New Year warns the dealer that he must consider his 1912 Selling Campaign, and be prepared to go after business with redoubled energy. The Brockville Line carries a strong appeal because it offers

Every known Improvement.

The Best Procurable Material.

The Finest Finish and Most Elegant Designs.

New-Deal Wagon



A Wagon you can sell at a Profit

Some Selling Advantages of the New-Deal Wagon.

- Is made of air-seasoned lumber.
- Is equipped with double collar skein.
- Skins are dust-proof, therefore will hold grease longer and run easier than others
- Skins are heavier; bell is longer and larger, taking more axle.
- Has riveted grain cleats (not nailed or screwed).
- Bottom of box is reinforced both front and rear.
- Has clipped gear, both front and rear.
- Box is made flax tight.
- Spring - seat with 3-leaf springs (not single leaf).
- Steel bolster stake plates on side of box.
- Neck yoke 48ins. long (not 42ins.)
- Has trussed tongue, cannot break or warp.
- Has channel iron reach really indestructible.
- Is extra well painted, striped and finished.
- Possesses a great many distinctive features of merit.

JOHN DEERE PLOW CO. LTD.

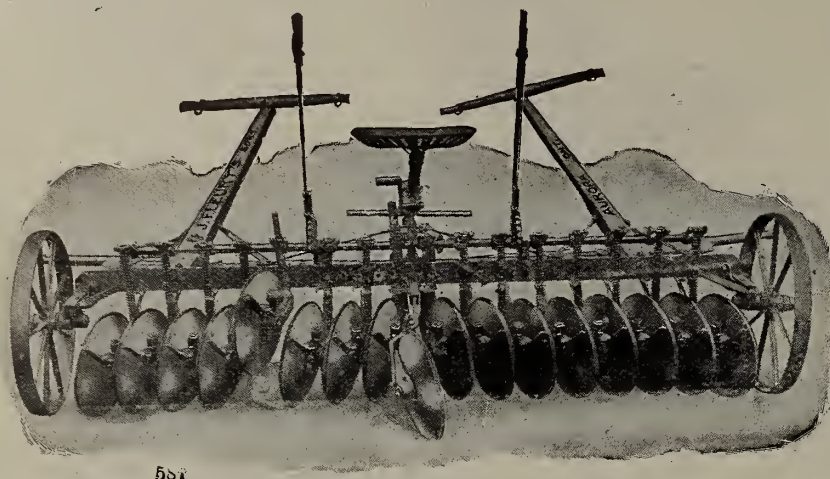
Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Four Trump Cards in the Game of Grain Growing

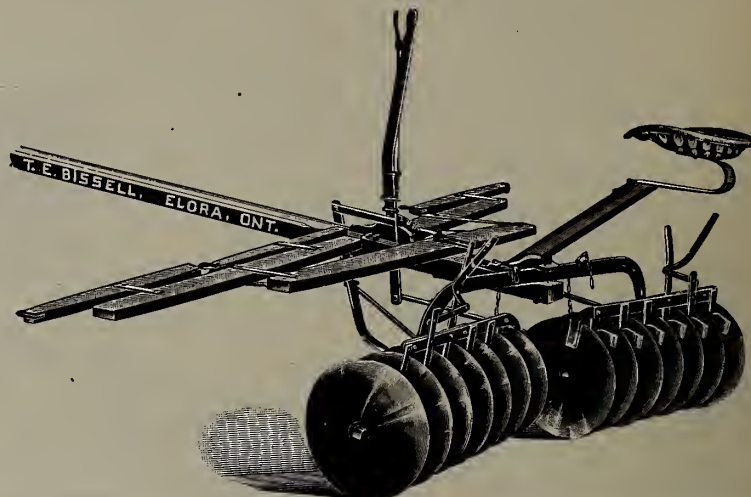
THE FATE OF THE CROP LIES IN THE SEED BED. THE CHARACTER AND CONDITION OF THE SEED-BED IS FIXED MORE BY THE CHARACTER OF THE DISC HARROW AND THE QUALITY OF ITS WORK THAN BY ANYTHING ELSE. IT IS ALSO NECESSARY FOR THE BEST RESULTS TO USE CLEAN SEED, AND FOR THIS PURPOSE THE FOSSTON IS INDISPENSABLE.

Cyclone Wheel Disc Harrow



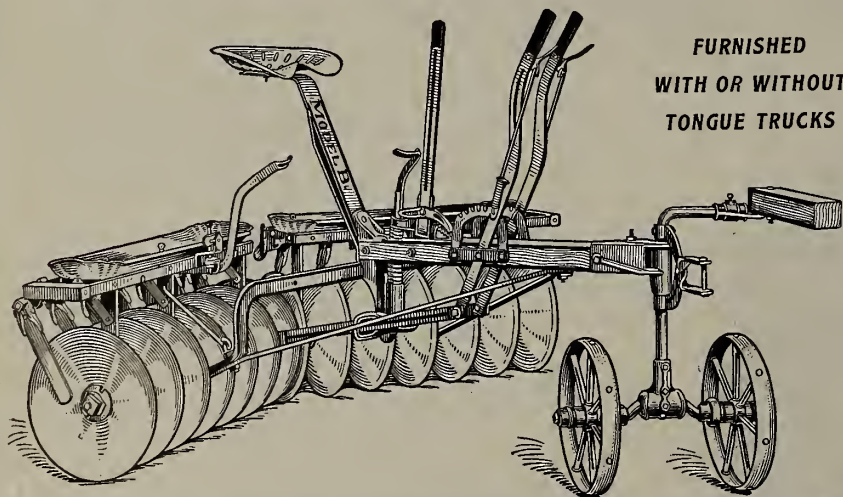
The CYCLONE MOUNTED DISC HARROW has many individual points that commend it to the serious consideration of farmers in search of a thoroughly satisfactory field worker that can be moved from point to point without injury to the disc-edges. It can be backed or turned anywhere. Each disc is independent, fitted with pressure spring as in a grain drill. You can't beat it—scarcely equal it for discing stubble, summer fallow or plowed land. It is also a great weeder or cultivator. Discs can be set to any depth.

Genuine Bissell Disc Harrow



This IN-THROW HARROW with its strong backbone, extremely light draft and great capacity, enjoys a well-earned popularity in Western Canada. Its accurate balance guarantees uniform work. The discs stay down at their work—there can be no buckling, binding or "bumping" in the centre. Forty hard Anti-friction Balls used in the "Bissell" afford immense relief to the draft, while the horses are further considered in the fact that the Hitch is put well back and no weight lies on their necks.

Deere Model B Disc Harrow

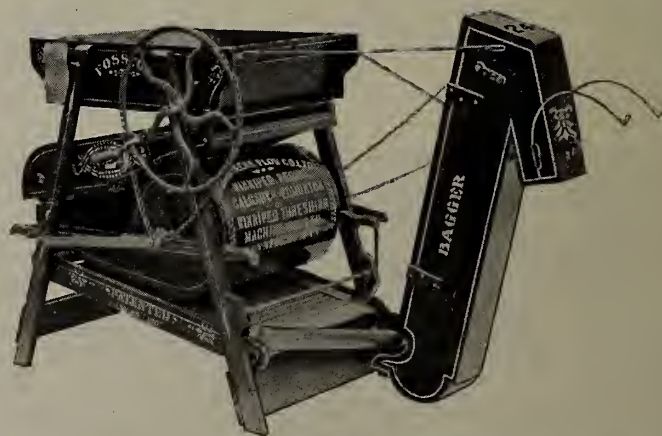


FURNISHED
WITH OR WITHOUT
TONGUE TRUCKS

The DEERE MODEL B OUT-THROW DISC HARROW is a perfect implement for any service, and is peculiarly adapted to work on uneven or stony ground. Its flexibility enables it to conform to any surface and to cultivate it evenly. The gangs act independently and every movement is under perfect control. When either gang of a MODEL B passes over an obstruction, it rises while the other remains at work, as though nothing had happened. The gangs may be set at any angle or each at a different angle to suit conditions. There need be no skipping rough places in the "middle." Other special features of MODEL B are:—Easy double spring seat; high frame out of dust; adjustable disc scrapers, lightest possible draft.

FOSSTON Automatic Grain Cleaner

Is The Grain Cleaner Your Trade Wants



ADVANTAGES OF THE FOSSTON

The FOSSTON MILL is both a CLEANER and a GRADER. Will separate wild or tame oats from wheat or barley.

The PATENT FEED DEVICE is so arranged that the operator can regulate the flow of grain on to the sieves while running, and grain can only feed while mill is in operation.

A BOTTOM SCREEN thirty-six inches long. Under this screen is arranged a patented Cleaning rack to keep bottom rack clean. Special attachment for separating wild or tame oats from barley.

Screens for cleaning all kinds of grain.

Made in two sizes, varying for different grains, from 25 to 75 bushels per hour. Power attachment can be furnished if desired.

WRITE FOR LITERATURE, PRICES AND TERMS.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

YOU CAN'T JUGGLE WITH GERMINATION

or any other **Process of Nature**. Nature does not perform tricks. She operates with a set of **Laws** which are simple, easily understood and easily followed. If you don't work **With Her**, your best efforts are doomed from their birth. In the simple process of seed germination she is no less arbitrary than when she is "riding the whirlwind or harnessing the tempest." The seed grain may not be placed "anyhow." It must not be placed too far from the influence of shower and sunshine, nor so near that it is saturated by the one or scorched by the other, but just so that it is **Nursed** into the fullest life it is capable of developing. The unaided human hand cannot do it, but human genius has found the means to do it perfectly with the

VAN BRUNT DISC DRILL

LIGHT

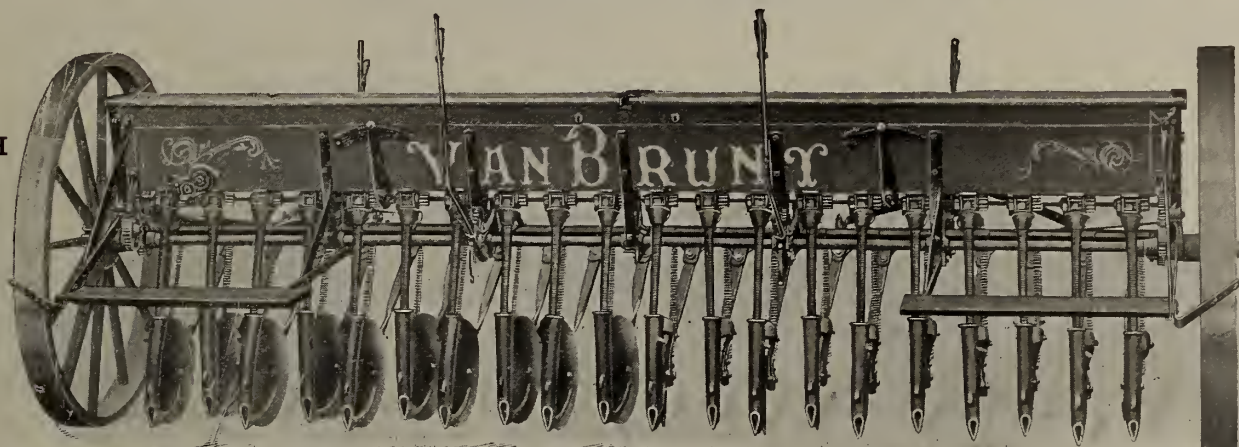
DRAFT

WITH

NEW BOOT
DISCHARGE

★

STICKS AT
NOTHING.



BOOT AND
DISCHARGE
WITHIN
INSTEAD
OF WITHOUT
CIRCLE OF
DISC.

VAN BRUNT NEW MODEL, 12, 14, 16, 18, 20, 22, 24 Single, Double Disc and Shoe, Interchangeable

This is the original model from which worthless imitations have been made and foisted on the market, but the great prototype is stronger and lighter than these by from 300 to 400 pounds. The effect of the **NEW BOOT DISCHARGE** is to plant the seed at the exact depth for certain germination. Not a single grain is left at the top of the soil or so near the surface that wind or shower can expose it.

LIGHT DRAFT JOHN DEERE GANG PLOW

HOW TO SELECT A PLOW. THE RULE OF FOUR.

Plow quality does not improve with age.

An inferior plow does poorer work, is harder to pull, and costs more for repairs every year it is in use.

Because certain things about a plow cannot be changed for the better after buying it, care and study before buying is important.

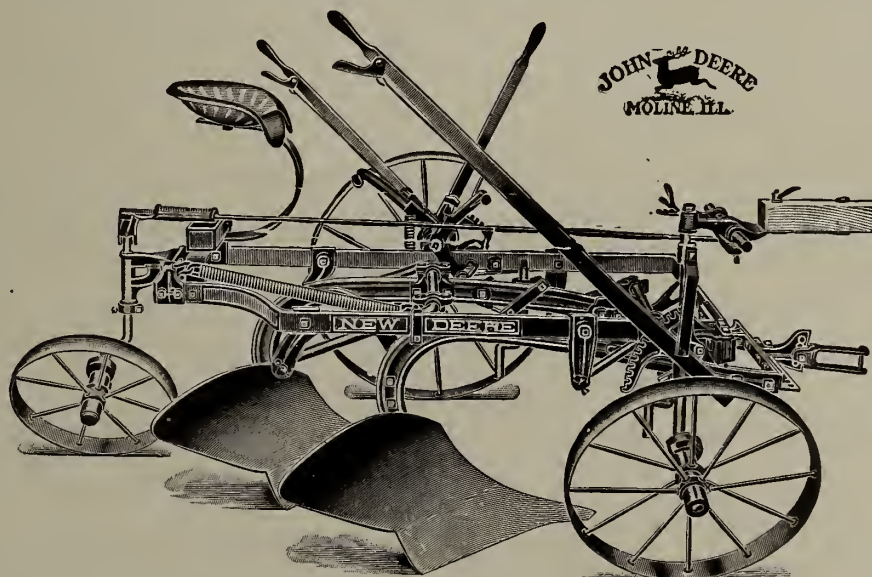
Judging the real worth of a plow is not difficult if four things are kept in mind.

First—Quality of work.

Second—Ease of management.

Third—Lightness of draft.

Fourth—Strength and durability.



WHY THESE FOUR QUALITIES ARE THE TEST.

First—Nothing takes the place of good work. Unless a plow does perfect work you cannot afford to sell it, no matter what the price.

Second—Have regard for your customer's comfort—that pays. Sell a plow that is easy to ride, and that can be operated with little effort on the farmer's part.

Third—Horses should never be worked harder than necessary. Horseflesh and horsefeed cost money. An extra one-eighth horse-power added to the draft will cost the price of a plow—very soon.

Fourth—Repairs are expensive—a good plow lasts longer than a poor one.

The Light Draft New Deere—Why it Pulls Easy

Consider five things when judging the draft of a plow. **First**—the shape of the bottom. **Second**—Material out of which it is made. **Third**—Equal weight on all the wheels. **Fourth**—Proper adjustments. **Fifth**—Staunchness of the plow.

WRITE FOR LITERATURE, PRICES AND TERMS.

JOHN DEERE PLOW CO. LTD.

Winnipeg

Regina Saskatoon Calgary Edmonton Lethbridge

Everitt Automobiles In New Quarters.

The Tudhope-Anderson Co., Winnipeg, will shortly move their stock of Everitt cars into a new four-storey reinforced concrete warehouse building, now in process of erection. The building is 50 x 108 feet, with frontage on Water street and Notre Dame East. The block is built on a full foundation, the entire size of the lot, the Turner mushroom system of concrete construction being used. Outside walls will be of brick. Elevators, capable of carrying the largest cars from the basement to any of the four floors are provided, with protective iron curtains.

The company will make a fine display of their well known Everitt automobiles on the main floor, and the warehouse will form a distributing base for Western Canada. The interior of the building will be specially arranged to accommodate the cars which this company build at their factory, Orillia, Ont.

The striking growth of the automobile business in the West is responsible for this move, and it is a plain indication of the prosperity of the country as a whole, as well as of the progressive spirit of the company concerned.

The Procession of the Ages.

From I. H. C. Service Bureau.

On first thought it would seem difficult to crowd centuries into a Saturday afternoon but this feat was actually accomplished Saturday, November 11th, on the 500-acre farm which covers the area immediately beyond the great plant of the Oliver Plow Works as you look south-west toward the open country from the railroad station at South Bend, Indiana.

Here it was that the procession of the ages wended its way across the field, and was caught in one motion picture that can be projected on the screen in fifteen minutes' time. The procession consisted of a wooden mold-board plow used in the days of the Revolution and for many years owned by Daniel Webster; a one-horse Oliver Goober steel beam chilled plow; the Famous Oliver No. 40 chilled plow; the James Oliver No. 11 sulky plow; the Oliver No. 28 medium lift sulky plow; the Oliver No. 1 high lift sulky plow; the Oliver No. 1 center draft high lift-gang plow; the Oliver No. 22 low-lift gang plow; the International 20-horse power tractor pulling 6 14-inch plows; one 45-horse power Mogul pulling ten 14-inch plows; one 45-horse power I.H.C. Mogul gasoline tractor pulling eighteen 14-inch plows; and three 45-horse power I.H.C. Mogul gasoline tractors pulling fifty-five 14-inch plows and an I.H.C. tractor pulling three 14-disk Deering har-



New Winnipeg Garage for "Everitt" Cars.

rows and three 12-marker Key-stone grain drills.

We never saw the grand caravan with its many teams of camels and elephants that once made its majestic and pompous journeys from St. Petersburg to Peking, but we venture to say that the International and Oliver procession rivalled any procession of caravans of former times.

The back yard of the great plow plant, as the Oliver farm is known, was the scene of the world's greatest triumph in agriculture. The great Mogul gasoline tractors stood three abreast in front of a long row of shimmering steel—not of bayonets—but of shining plow shares; the engines seemed to be actually fretting—champing at the bits, as it were—to get under way; the mufflers were sounding the reveille—not to summon battalions of soldiers to arms but to herald abroad man's conquest over nature. Finally, everything is in readiness, and the field marshall gives the signal. They are off in a "bunch," marking time with the chug! chug! chug! of the mufflers, and move forward with a precision and stateliness that rival the King's own guards.

This outfit plowed fifty-five furrows 14 inches wide, or 64-16 feet. On the spur of the moment one would think this great outfit would be unwieldy, but the truth is that corners were turned and the plows thrown out and in the ground with no more difficulty than is experienced in operating the ordinary traction plowing outfit. One or more sections of the plows could be detached in a moment, and the outfit could move forward without readjusting the hitch. The long gang was made up by connecting eleven sections, each section having five plows and the sections were hitched together in a way that permitted the plows to follow the contour of the field easily, and

with an evenness in depth that was as surprising as it was uniform. One prominent citizen, who met the Moguls half way down the field, hailed us with the terse interrogative—"Are you going to plow the whole township at one lick?"

Perhaps you wonder how the engines could be successfully hitched to such a long gang of plows—but it's all very simple—after you know how. The hitch works on the principle of the block and tackle. Six pulleys are connected with the platform, behind which the plows are attached. The hitch on each of the three engines consists of two pulleys. A chain is passed around these pulleys and fastened to each end of the platform. It will thus be seen that this hitch prevents any one of the engines taking more load than another, and also insures the flexibility required to turn the corners.

Another singular feature about this outfit is the position of the engines with relation to the gang of plows. If we did not stop to figure out the center of draft we would be sure to believe that the engines should be hitched nearer the center of the long line of plows, but the engineers figured out this feature of the problem very carefully and found that the center of draft made it necessary for them to hitch the engines as shown in the illustration. In other words the plows on the land side are so far in the rear that they come more nearly being directly behind the engines than they appear to be.

Hardly had the ink dried on the announcement that fifty 14-inch plows had been drawn by three 60-horse power engines, thus marking an epoch in agriculture, when these three 45-horse power Mogul gasoline tractors pulled fifty-five plows, carrying the stupendous load

easily and without a whimper, other than the staccato explosions resounding from the mufflers.

Following the plows from one end of the course to the other we noticed a high ridge at each end of the field and on inquiry learned that the land on which we were working was once the private race-course of James Oliver, where he found much pleasure in driving his thoroughbred horses. Although Mr. Oliver lived until a few years ago he never dreamed that it was possible to successfully operate such a gigantic plowing outfit.

Who can say how much this great lesson means to agriculture and to the progress of civilization. Plowing is not so much the peak load of agriculture as it is the foundation upon which rests the whole superstructure of agricultural production. Good plowing and good tillage—and there can be no good tillage without good plowing—largely determine the yield of our cereal crops—and therefore fix the price of bread. The high or low cost of living is largely determined by the manner in which our fields are plowed. Think of plowing an acre in less than four minutes, or more than fifteen acres an hour—150 acres a day! It may not be far out of the way to call this plowing outfit the realization of the dream of "The Man with the Hoe." The McCormicks, Deering's, and the Oliver's made this dream come true, and to them belongs the wreath of laurel, for they have lessened the cost of bread.

The Tallest Tower

There will be erected at San Francisco on an eminence overlooking the Pacific Ocean, as part of the exposition, a massive tower and memorial. Described in detail by its designer, Willie Polk, the tower and memorial will be of the following size and dimensions, and embrace the features herein outlined:

From the floor of the base to the top of the great figure of Victory, surmounting the shaft, the tower will be 850 feet in height, making it the tallest building in the New World. The construction will be of steel and concrete. The exterior of the tower will be covered with marble or some equally durable and desirable finishing material. The base of the tower will be 232 feet square and 120 feet high. From the top of this base will arise the main shaft to a height of 850 feet, and the same will be 85 feet square. There will be four passenger elevators to carry people to the top, from which point a magnificent panorama of the fair and the city and the bay of San Francisco and much of the surrounding country can be obtained.



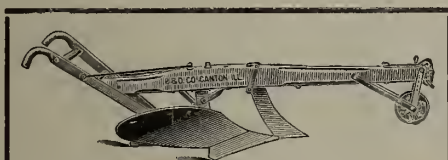
Light Draft Plows

Better Than We Ever Claimed Them To Be

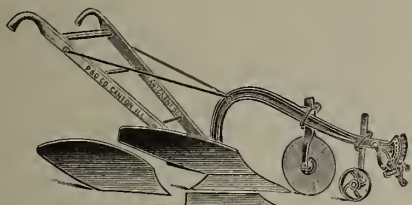
The most Complete and Popular Line of Plows made by any one Factory in the Country



Send for our Special Catalog "Traction Engine Plowing." If you are looking for engine plows this catalog will help you to decide which one you need.



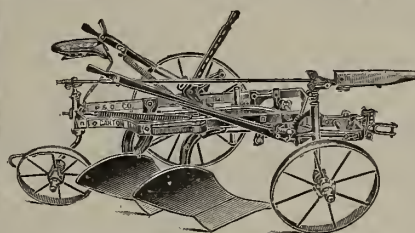
P & O Brush Breaker



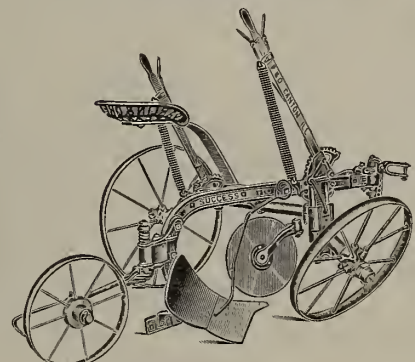
P & O Combination Plow



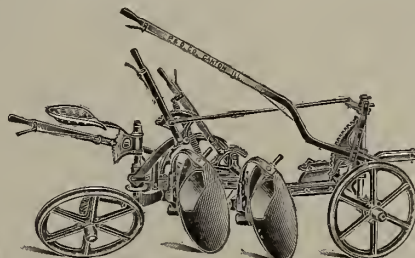
P & O Prairie Breaker



P & O Diamond Gang Plow



P & O Success Sulky Plow



P & O Disc Gang Plow

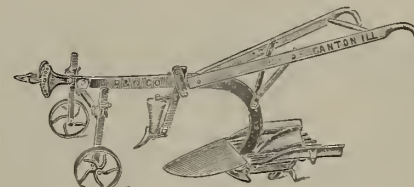
If you have not received a copy of our No. 69 Catalog, we will be glad to send it on request. It describes the entire P & O line, one that has been on the market for nearly three quarters of a century, and the One that is Backed By An Unqualified Guarantee.



Whenever you see an Engine Plow with the levers pointing to the center of the platform, it's a P & O Mogul. No other plow has this feature.



P & O Scotch Clipper Walking Plow



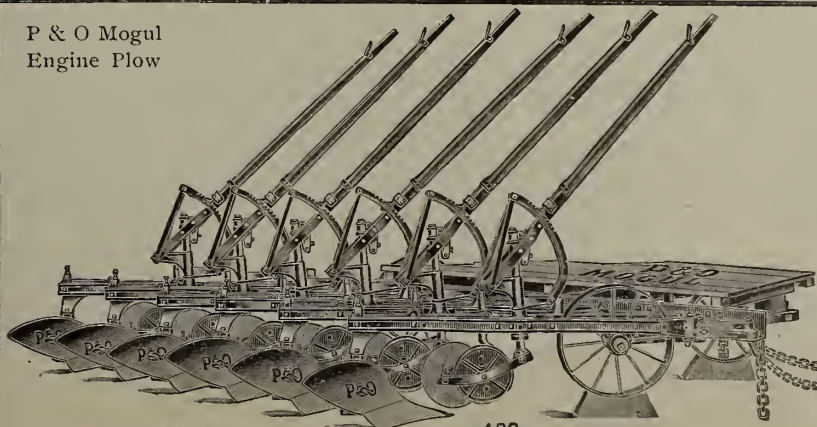
P & O Potato Digger



P & O Grading Plow

P & O Plows are noted everywhere for three distinct qualities: Simplicity of construction, great strength, and the ease with which they can be operated. These are the watchwords upon which the P & O line has reached its present commanding position And—there are Seventy years of "Knowing How" hammered into every one of them.

P & O Mogul Engine Plow



PARLIN & ORENDORFF CO.,
Manufacturers,
Canton, Illinois.

International
Harvester Co.
of America

Sole Agents for Canada.

Short History of the C.P.R.

Address by J. L. Doupe, Assistant Land Commissioner, Winnipeg, at the National Convention of Real Estate Exchanges, Denver.

Newcomers to the West are so plentiful that we believe many of our readers will find what follows of interest. The magnitude of a transcontinental railway, the interests involved, the benefit to the country at large—are phases of such an enterprise which really few persons can adequately grasp, therefore, some of the facts connected with it will serve to keep even the memory of old timers fresh.

Mr. Doupe said, in part,:

"The original land subsidy from the Canadian government to the Canadian Pacific Railway Company consisted of 25,000,000 acres, and was granted in aid of the construction of a transcontinental railway from Montreal to the Pacific Ocean.

"The company's charter covering this agreement is dated February 18, 1881, and the grant was made up of the odd-numbered sections selected first from a belt 24 miles wide on each side of the main line from Winnipeg to the Rocky Mountains, and then to make up any deficiency from other portions of Manitoba, Saskatchewan and Alberta, or the North-West Territories, as the two latter provinces were then known.

THE PIONEERS.

The original members of the company—or the syndicate as it was then generally called, and for many years in referring to the company the term 'syndicate' was much more commonly used throughout the West, than the C.P.R.—were George Stephen, now Lord Mount Stephen; Duncan McIntyre, of Montreal; John S. Kennedy, of New York; Richard B. Angus, of Montreal; James J. Hill, of St. Paul; together with a firm of London and another of Paris bankers.

Mr. Hill was at that time, along with some others of those mentioned, interested in the old St. Paul, Minneapolis and Manitoba Railroad, and subsequently some transfer of interests was arranged, and Mr. Hill withdrew from the Canadian Pacific Company and devoted his attention to the St. Paul road, which, as you know, he has developed into the Great Northern Railway, a worthy competitor of our Canadian road for the transcontinental and trans-Pacific traffic.

DIFFICULTIES OVERCOME.

Notwithstanding the enthusiasm of the promoters of this gigantic enterprise, it was hardly to be expected that it would be

carried through without encountering some financial rocks en route. At one time shares went down to \$35, and nearly seven million acres were surrendered to the government for a dollar and fifty cents per acre; and while every credit must be given to those far-sighted railway builders, so little was known of the potential value of the fertile lands of Western Canada that, without doubt they would then have been glad to have surrendered a very much larger area for the same consideration. A considerable sum was also borrowed from the government on mortgage secured by the whole of the remainder of the land grant. However, these difficulties were all so successfully negotiated that the main line was finished through to the Pacific Coast in November, 1885, though by the terms of its charter the company had till May, 1891, to complete this work.

LAND SETTLEMENT.

The first sale of land was put through the books of the land department on September 21, 1881, and from that date to this, the administration of the department shows a record of unremitting endeavor to work out the great problem of the future of the West in a manner to ensure the best results to all concerned.

So rapid has been the settlement since that date, that out of its original grant the company has now only about seven and one half million acres remaining, and from the price paid at the first sale of \$2.50 per acre, or, allowing the cultivation rebate, \$1.25 per acre, values have risen to from \$15 to \$50 per acre for unimproved farm lands of good quality.

ENCOURAGING SETTLERS.

In order to encourage as far as possible the actual settler, the company makes use of two classes of land contracts, which are issued on ten and six payment plans respectively. A settler undertaking to live upon and improve the land purchased is allowed ten years in which to pay for same, and as his second payment generally is the hardest to meet, is only one of interest; no principal being called for at that time. Those who buy for a speculation or who do not cultivate their purchase are expected to complete their payments in five years.

Without endeavoring to pose as philanthropists we may, I think, claim to have so far borne our part and rendered our full tale of bricks in the work of settling and developing the Canadian West. I will not weary

you with an account of our direct immigration work and the number of agents we have sent to European countries, and the different states of the Union, but there are a few features of this development work worthy, I think, of mention, and which may be of some slight interest to you.

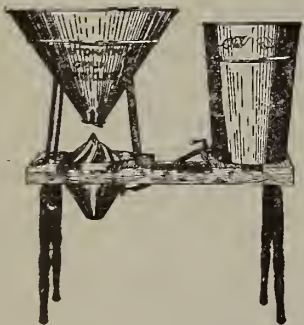
A HELPING HAND.

In the early days of the West the importation of pure-blooded stock was, of course, a very difficult matter, and one not likely to be undertaken by an individual farmer, and consequently the live stock market was pretty well run down. To remedy this state of affairs the company distributed several hundred thoroughbred bulls and boars to farmers at different points on our system, on the understanding that for two years their neighbors were to have the benefit of their services absolutely free, and at that time the stock became the property of the farmer. This gave a powerful and much needed impetus to the live stock industry, and the influence of these animals is still noticeable in the districts where they were placed.

If I remember correctly during the years 1893 and 1894 in your own country the price of corn touched low-water mark, and I have been told by Nebraska farmers that during that period they sold corn as low as seven cents a bushel. This condition of affairs reached us later, and in 1895 the bottom dropped out of our wheat market, and No. 1 touched at times the figure, never before or since reached, of 37 cents. This, particularly in a new and undeveloped country, was the most serious thing for our farmers, and as far as possible, to offset these disheartening conditions, the company accepted wheat from all its land purchasers who so desired at 50 cents a bushel, with the result that whenever the price fell below that figure we were deluged with wheat, and we took in at that time I forget how many hundred thousand bushels. This one act alone did much to infuse in our people a spirit of confidence at a time when a wave of depression was sweeping over the country.

At this, and at other times, for reasons which affected certain districts, settlers were not only unable to make their payments to the company on account of their land purchases, but were unable even to pay their taxes, and some of the municipalities of Manitoba were at times seriously affected on this account. Here again the company stepped in, and not only carried over the

By Far The Best Seller in Western Canada



That's what they all say. And why shouldn't they? For this Pickler is so far ahead of all others on the market—has so many superior features—is so reasonable in price—has such a large capacity and above all is self-operating, that every farmer who sees it wants to buy. And every farmer in Western Canada is a possible customer whether using other makes or not.

Built for both Bluestone and Formaldehyde

This year we are building two machines, one for using Formaldehyde and one which is constructed of an acid proof metal guaranteed to stand Bluestone or any other solution.

You Simply Can't Afford

To neglect writing for full particulars about the only self-operating Pickler on the market, and our attractive proposition to agents. Do it to-day—a postal will do.

The Dominion Specialty Works

820 Union Bank Bldg. Winnipeg, Man.

purchaser's arrears, but from time to time advanced, on purchaser's accounts, very considerable sums in settlement of taxes.

Our Canadian West has undergone too great development to ever experience a recurrence of anything like such times and conditions, and we shall never again be called upon to play to anything like such an extent the role of protector to the settler, but as the pioneer real estate agent of Western Canada it was very necessary that the company encourage these early settlers in every possible way, and tide them over periods of hard times, incidental to the opening up of a new country.

We have also been successful in establishing colonies in different parts of Western Canada, the difficulties in connection with which can hardly now be estimated by those who have only had experience in dealing with Canadian lands during the last ten years.

WHEAT GROWING.

The standard crop of the greater portion of the West is, of course, spring wheat, but for a number of years winter wheat, chiefly of the softer varieties was grown successfully in small quantities in the neighborhood of Pincher Creek, and among the Mormon settlers in Southern Alberta, and the results were of such exceeding promise that about 1900 we imported a carload of winter wheat from Kansas and another from Ontario, and distributed these among farmers in Southern Alberta. The Turkey red Kansas wheat was found to be much superior to the softer variety from Ontario, and we subsequently imported several carloads from Kansas City. This was carefully distributed throughout the southern portions of Alberta, and surprising results were obtained. So good did the quality of this red wheat become in our northern climate that it has earned a name for itself, and is now known as "Alberta Red," and vies with Spring No. 1 hard for milling purposes. It is also worthy of note that during this time, while this wheat was improving in our northern climate, the original Turkey red stock in Kansas was losing some of its quality, and in 1909 overtures were made to secure a quantity of Alberta red wheat to regenerate the Kansas stock.

LAND PRICES.

During all these years we have endeavored to keep our land prices on an equitable basis. Never in the history of the company have we permitted our land values to become inflated. We have preferred to deal, as far as practicable, with actual settlers, and I believe that this policy has had a very steady effect upon the real estate situation in Western Canada.

Turn for a moment to townsite matters. Our department administers from Winnipeg, 400 townsites, and we are establishing new towns at the rate of nearly one a week.

Last year we graded in the Western provinces 444 miles of branch lines, and it is altogether likely that we will equal this during 1911. Without exception these new branches or extensions of existing branches were through excellent grain-growing districts, and we established thereon about 50 new towns. The necessity for the establishment of these new centres is, of course, obvious, but the reason for the prices which we sometimes obtain is possibly not so apparent. Two thousand dollars appears, to the man on the street, an exorbitant price for 50 feet of prairie, and yet we have obtained such prices, and they are fully justified by the commanding business position of the prop-

erties concerned, and I have no hesitation in declaring that, generally speaking, outside of the cities, townsite values on our lines in the West are low. The phenomenal railway development which we are experiencing, throws on the market innumerable business and industrial openings, which have a decided tendency to keep prices down.

The great outstanding feature of promise of the future development of these towns lies in the fact that our whole cultivated area, though at present about 16,000,000 acres, is considerably less than 10 per cent. of our estimated arable area, merely a golden thread running through the warp and woof of our assured future, a golden promise of the noble estate to which many of these towns must fall heir.

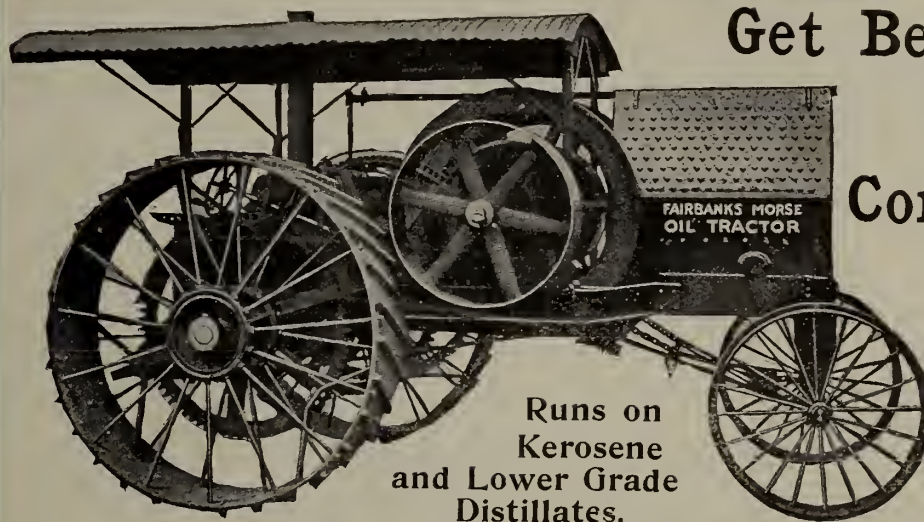
You can't tell the age of a saw by looking at its teeth.

Dry Paint.

It is reported from Camrose, Alta., that a number of local men have been experimenting with a view to manufacturing a new kind of paint. Ole Hoyme, his brother Gilbert, and a Norwegian named Thorleif Iverson, have been working on a method to produce "dry paint," which will be sold in the form of dry powder in paper boxes. It will be made ready for use by mixing it with water or oil and, it is claimed, will be used for all painting purposes.

The three men claim that the preparation has been used largely in Norway of late years. The father of Thorleif Iverson has a factory at Christiania, where he makes dry paint and employs forty people.

It is possible that a factory may be established in Camrose to start the manufacture of this line.—Hardware and Metal.



Get Beyond the Reach of Competition

by handling the
CANADIAN
FAIRBANKS-
MORSE LINE.

We have machines for every requirement of the farmer, from the smallest pump to the largest tractor.

Runs on
Kerosene
and Lower Grade
Distillates.

Represent a big, stable, favorably-known house. There's a prestige in selling goods of reputation and worth, and when this is coupled with the liberal margin we offer, the proposition becomes most interesting.

If you are open to make a contract to cover your district for us, write at once. If not already represented in your locality, we will be glad to open negotiations with you.

The time to secure the representation for a good tractor is **now**. Get in the market **early** and get in with the **right** tractor. The following are a few points about the FAIRBANKS-MORSE Oil Tractor that you will appreciate:—

It is built to run on Kerosene or lower grade distillates, and will use gasoline to advantage. The difference in the cost of these oils makes this feature a **big money saver** in some localities. The principle covering the use of heavy oils is fully protected by patents. Powerful brake on differential shaft for use on hills or in emergencies. Another brake on belt-drive pulley prevents it turning when clutch is out. Forward or reverse motion and belt pulley **single lever control** covered by patents. Comparatively light, **will not pack the land**. This is made possible by our using high grade steel exclusively in trucks, transmission and all vital parts. Fewer small working parts than any other tractor on the market. Always run by owners—**no experts needed**. We make our 15-30 for the moderate sized farm, and recommend our 30-60 for large tracts. Many other features of superiority for which we have no space here. Letters of enquiry welcome.

Scales that are the Standard of the World

When you tell the farmer that, without a reliable scale, he is at the mercy of everybody from whom he buys and to whom he sells, he generally **sees the point**. Truck Scale (as illustrated) has capacity of 2,000 lbs. We make also Pitless Waggon Scales with capacity of five tons.

"The dealer who handles the CANADIAN FAIRBANKS-MORSE Line, gets compliments instead of complaints."



The Canadian Fairbanks-Morse Company, Limited

SASKATOON

WINNIPEG

CALGARY

Montreal

St. John

Ottawa

Toronto

Vancouver

Victoria



A. F. Humbert, of Regina, Sask., ready to move after plowing 640 acres in 9 days with three Oil Pull tractors.

Rosthern Farmer Raises Prize Wheat.

Residents of Rosthern were highly elated with the news that Seager Wheeler, a farmer of that district, had won the \$1000 prize for the best wheat at the New York Agricultural Show last month.

The prize was offered by Sir Thomas Shaughnessy, and the competition was open to the whole of America. Prominent people from the various parts of the country were present at a banquet tendered Mr. Wheeler, November 21, and all were enthusiastic in paying their respects to "Western Canada's Wheat Wizard."

Seager Wheeler is a Britisher by birth, coming to this country from the Isle of Wight 25 years ago. After numerous vicissitudes without much progress financially he secured 200 acres from the C. P. R. 15 years ago at \$3 per acre, since when he has made an effort to improve the crops on his farm and in the West, not only in quantity but also in quality. Careful study, hard work and hand selection are the basis of Mr. Wheeler's success. In an interview he said: "For the past four years I have been a member of the Canadian Seed Growers' Association and work under their rules. Following these rules I start with a plot of quarter of an acre, and from this I select the finest berries from the best heads, and sow them the next year. Each head is taken care of and when planted all the seeds from one plant are sowed in one row. In this way I secure an evenness to be obtained in no other way."

"Preston wheat was my premier variety for many years and of this variety I now have my plot registered. But while at the seed fair at Regina last year I

saw some Marquis wheat and realized that this was as good if not a better wheat. I secured some of it from Dr. Saunders, Ottawa, and W. A. Munroe, of the Experimental Farm, Rosthern.

"I sowed this wheat in three different plots, and it was from these three plots I secured the wheat which I sent to New York and with which I won the prize. When the wheat was threshed in the fall it was found that there was considerable difference in the three plots. The one sowed with Dr. Saunders' seed went 80 2-3 bushels to the acre and Munroe's 70 5-8 bushels. After seeing the Marquis wheat I felt sure that this variety would win at New York, and I entered the competition.

The wheat sent to New York had no advantage over the other varieties grown on the farm. As a matter of fact it was grown on the first piece of property broken on the farm. This piece has been under cultivation ever since, being sowed with wheat, barley, potatoes, etc., in rotation with a summer fallow in between.

"Of course, I don't know, but I think it was the finest Marquis wheat grown this year. That the Marquis produces a wheat like that under such unfavorable weather conditions as existed this year speaks well for it. When the wheat ripened it was a few days earlier than the other wheat, and it was cut in the usual manner, but being unable to get one of the regular threshers I got my brother to thresh it with a small machine. It was then cleaned in the usual manner and prepared for the competition.

"From one head of wheat I

have grown 2½ pounds of wheat and that is simply because I have carefully selected by hand all the different heads.

"The wheat grown from one head tends to keep uniform, and it is to this end that I am working. There is no doubt that other farmers in this district, which I think is the finest wheat growing section in the country, could raise just as good wheat if they took the trouble. The soil is the same.

"My seed plot grows uniform, the same height and the same size heads. With regard to the wheat with which I won the prize this year, I think I can improve on it next year."

To show the splendid quality of the wheat, it might be mentioned that at the show it weighed 65 pounds to the bushel.

Change Of Title.

The Dowagiac Manufacturing Co. of Dowagiac, Mich., which received its first charter thirty years ago, has been re-chartered as the Dowagiac Drill Co., thus specifying the line manufactured in the corporate name of the company. The new charter will not expire until thirty years hence. Of the seventeen men who signed the original charter, but four are now living, and only one of these is still connected with the company. The concern was organized in 1881 to manufacture Warner spring-tooth harrows, cultivators, seeders, and drills.

The following are the officers of the company: C. L. Fowle, president and sales manager; J. H. Schmitt, vice-president; W. F. Hoyt, secretary and superintendent; E. S. McMaster, treasurer. In addition to these C. L. Schmitt and C. E. Sweet share in the ownership of the capital stock which amounts to \$200,000. A large number of men are employed

in the plant, and enough business has been booked to keep the factory running all winter at full capacity.

Small Farms of France

The French farmer is very conservative and does not care to make an expenditure which may have represented several years' savings. He repairs his machines as often as necessary, and reapers have been known to be sent to workshops for repair that have been bought 30 years before. The usage to which agricultural machines are subjected here is less perhaps than elsewhere, because the property is more divided. Many farmers having at most 12 or 15 acres of grain have a reaper and binder. Under such circumstances a machine should last ten times longer than with a farmer who has 120 or 150 acres. The minute division of land allows greater sales, but these once made, a long time elapses before new machines are bought.

Dig.

Louis E. Thayer.

He wanted a job, and like every one else,
He wanted a good one, you know;
Where his clothes would not soil, and his hands
would keep clean;
And the salary mustn't be low.
He asked for a pen, but they gave him a spade,
And he half turned away with a shrug,
But he altered his mind, and seizing the spade—
he dug.

He worked with a will that is bound to succeed,
And the months and the years went along.
The way it was rough and the labor was hard,
But his heart he kept filled with a song.
Some jeered him and sneered at the task
but he plugged
Just as hard as he ever could plug;
Their words never seemed to disturb him a bit—
As he dug

The day came at last when they called for the spade,
And they gave him a pen in its place
The joy of achievement was sweet to his taste,
And victory shone in his face.
We can't always get what we hope for at first,
Success cuts many queer jigs.
But one thing is sure—a man will succeed—
if he digs!

Honesty is the keystone in the arch of permanent success.



Built
for all
Farms
of 160
Acres or
Over.



Every
Farmer
An
 Prospect

Rumely "One Price" Policy As Great A Factor In Business As The In Farming

Our "One Price to All" Policy is equal to the in point of changing old methods to new ones. With the marketing of the first we announced our intention of quoting only one price to everyone alike. Builders of heavy machinery had little belief in our plan. Price slashing in the sale of heavy machinery had long been practiced, but every time the price was cut the dealer lost a good part of his commission.

We knew that to ensure the dealer his full commission and the complete satisfaction that comes with the successful working of the "one price" plan, it would be necessary to rigidly enforce our policy. That it was carried out to the very letter is shown by the **certified** report made by one of Chicago's foremost Public Accountants—strangers to us—after they had carefully examined all orders and commission accounts.

READ

What Chicago's Foremost Accountants, Barrow, Wade, Guthrie & Co., said after examining Orders:

"We have examined the records of the M. Rumely Co., Inc., of La Porte, Ind., relating to the sale of the for shipment to and for use at points in the United States and Canada, and hereby certify.....that all engine sales prior to February 11, 1911, were made in accordance with Proposition "A," "B" or "C," as printed upon order blanks signed by purchasers."



For Plowing, Seeding, Harvesting,
Threshing, Hulling, Husking,
Shredding, Hauling, Road-Making

For all purposes needing
Belt or Traction Power

READ

What these same well-known Accountants said after investigating Commission Accounts:

"That no COMMISSION has been allowed except to agents working under commission contracts or to implement dealers, and the commissions allowed upon all accepted sales have been strictly in accordance with the commission terms governing the sale of the as printed upon the agent's commission contract."

The is to-day a standard product. Its use is universal. And as the machine has been standardized, so has the price. prospects rarely raise the price question. Consistent pricing of the and the proof that it is a matter of treating all alike have done their work well.

Great Activity in Advertising Planned for Your Benefit

An advertising campaign involving an expenditure of more than \$100,000 is already under way. Farm papers whose total circulations run into the millions are carrying our advertisements. A persistent follow-up plan will be worked out in conjunction with our advertising campaign.

RUMELY'S 1911-12 sales proposition is ready for you **NOW**. Let us give you the complete details of our advertising plan. Let us give you proofs of superiority—tell you how the has revolutionized farming—why every farmer in your community is now an prospect.

Just fill in the coupon attached to this advertisement—tear out and mail to us. Or tell us your story in a brief letter. Address,

M. RUMELY CO., 1512 **REGINA, SASK,**
Rose Street

Fill in and Mail to us TO-DAY

M. RUMELY
CO.,
Regina, Sask.

Gentlemen;—
Please give me
complete details of
your proposition.

Name _____

Town _____

Province _____

When to Give Credit.

Many of our readers may smile at the above title with the thought that they have little choice in the matter. It is true that a very large percentage of the implement trade in Western Canada is done on a credit basis, but we believe the necessity for this is gradually but surely becoming less. In the old days many of the new settlers were practically penniless, and after the payment of their homestead entry fee they had often nothing in the shape of assets but a wagon and team, their own faith in the country, and in their ability to wrest a living from it. This condition is at the present time exceptional, most newcomers having sufficient cash to make a reasonable payment on whatever they require for the first year or two, trusting to the bounty of Nature to recoup them every harvest for the outlay of the preceding twelve months. Nevertheless it is a fact that one can enter upon the business of farming with less actual cash than almost any other pursuit, and it has been the policy of the Canadian manufacturer always to smooth the road as much as possible for the intending settler. This policy we believe originated from the treatment accorded the needy homesteader by the Western Canadian implement trade, which has as a whole always been ready to share his burdens and assist him to the utmost.

As might be expected, generous treatment of this kind has been in some cases abused, and a class of slow payers has developed all over the country, in addition to the small percentage of those who do not intend to pay anything if they can avoid doing so.

It is in discriminating between these classes that the skill, insight, and common sense of the dealer is called into play. Credit is absolutely necessary in a good many

cases. A customer must have some implements immediately to put in his crop; he has no cash, nor can he obtain any from the bank, but his character is above reproach, he is known to be honest, industrious, and intelligent, therefore the dealer gives him the required accommodation, obtaining an interest bearing note which matures at a time when the debtor expects to realize cash for his crop.

The above is an example where the dealer has but one course open to him if he wants the business. The first consideration in all deals of this nature is the personal character of the applicant for credit; the next is the dealer's own position with regard to his liabilities. Can he carry a certain number of farmers over their difficulties, and still meet the demands of the manufacturers and jobbers? This is a most important phase of the question, and one which if miscalculated, often leads to disaster for obvious reasons.

Other occasions when the dealer will willingly grant credit readily suggest themselves. We would, however, again remind our readers that they must insist on prompt settlements, as do the manufacturer, jobber, and banker, and while accommodating their customers they must positively safeguard their own interests in order to remain in the business.

The Subsoil Plow.

The subsoil plow takes its name from the office it performs to break up and loosen the subsoil, that is the soil lying under the surface of the soil. Subsoil is merely the under soil. The utility of breaking up and loosening the soil is becoming one of the modern features in agriculture. Although in some countries it has not become general,

its utility is based on the soundest philosophical principles, and, so far as it has been fairly tested, the results have been most satisfactory and conclusive. By the use of the subsoil plow, the hard, sterile earth is thoroughly pulverized, thereby being exposed to the ameliorating influences of the atmosphere, and furnishing increased supplies of food and moisture in dry seasons for the roots of the plants. Few people are aware of the depth to which roots will descend in favorable situations. The fibres of a wheat kernel have been found more than 30 inches below the surface; those of red clover, maize, and rutabaga turnips, five feet, and alfalfa (lucerne) from 20 to 30 feet. Long after they have become invisible to the naked eye they can be detected, by the aid of the microscope, pushing themselves away from the light. No one need be told the object of these subterranean journeys. It is the constant effort of the enterprising farmer to facilitate this wonderful operation of nature, by loosening the soil. The gardener digs and trenches the soil to the depth of two or three feet, and he finds himself repaid by luxuriant vegetation.

Subsoil secures a supply of heat and moisture for the plant. It is a well-known fact that in time of drought the vegetation of a garden will be more vigorous than in the adjacent field. This is mainly owing to the greater looseness of the soil. The minute particles of the surface and subsoils are gradually mixed together; the natural resources of the ground are awakened into life by the influence of the atmosphere; the thread-like web of roots with which it is filled decay when the plant dies or is removed, and in time the sterile, unprofitable substratum becomes a valuable loam of great depth and fertility. In some cases there has been a gain from subsoiling of from 30 to 50 per cent.

The subsoil plow resembles the common plow without the moldboard, as it is to operate on a soil of great hardness, perhaps never before disturbed. Occasionally, having to cut off the roots and remove large stones, it is apparent that it should be strongly made, the material of which it is to be composed to be of the best, whether wood or iron. Of course, unless firmly constructed, it is always liable to be broken. Good results always follow the use of the subsoil plow. Manufacturers have improved such plows to the highest degree, from long experience, and make them strong, durable, and capable of performing fully the service required.

Brief Business Law.

A receipt for money paid is not legally conclusive.

Principals are responsible for the acts of their agents.

Agents are responsible to their principals for errors.

The acts of one partner bind all the others. Each member of a partnership is responsible for the whole amount of the debts of the firm, except in cases of special partnership. The word "limited" in connection with a firm name indicates that limitation of responsibility for each member is fixed.

Notes.—Notes bear interest only when so stated.

It is not legally necessary to say on a note "for value received."

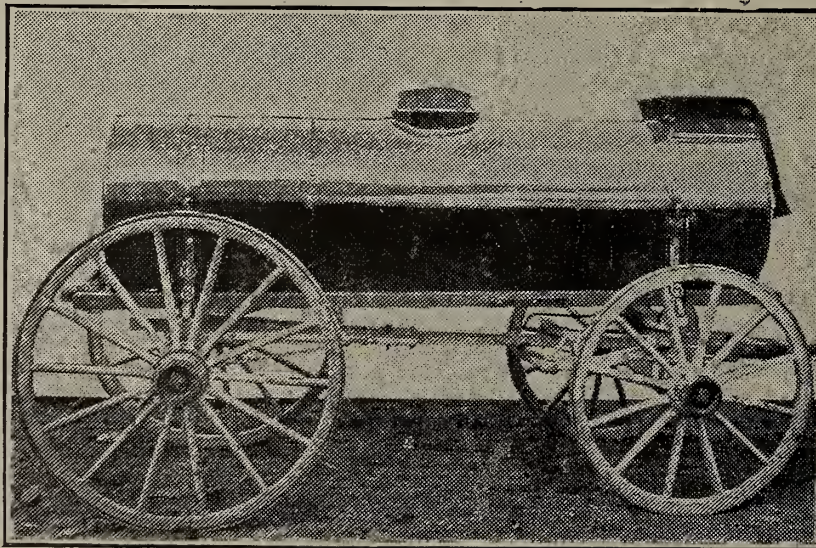
A note made on Sunday is void. Also one dated ahead of its issue. It may be dated back at pleasure.

A note by a minor is voidable in Canada.

A note obtained by fraud or from a person in a state of intoxication cannot be collected.

Woman in her hour of woe can keep a secret on the go.

**Western
Standard**
Steel Storage and
Wagon Tanks,
for Water, Oil and
Gasoline

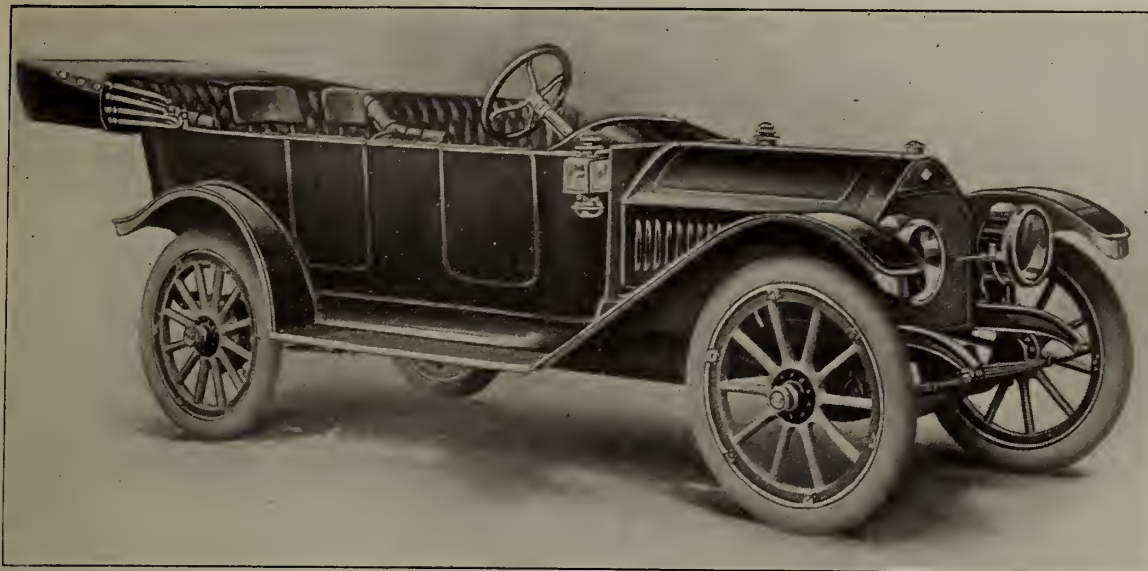


Western Standard Oil and Gasoline Wagon Tank—Style B

Steel Tanks are a specialty with us. Our prices are right, and our discounts the most attractive ever offered on this line.

If in the city come and see us or drop a card for Dealers' prices and discounts.

Red River Metal Co.,
51-53 Aikins Street, Winnipeg



EVERITT 1912 MODELS

All Prices complete F. O. B.
Winnipeg.

Six Cylinder 48 H. P. Price complete, \$2,210 F. O. B. Winnipeg.

Four Cylinder, Five Passenger, Fore Door, 30-36 H. P.	=	=	\$1,675.00.
Four Cylinder, Two Passenger, Fore Door, 30-36 H. P.	=	=	\$1,610.00.

SPECIAL HIGH GRADE FEATURES AND EQUIPMENT WITHOUT EXTRA CHARGE.

Double Drop Frame
Inside Control
37 ins. by 4½ ins. and 35 ins. by 4 ins.
Tires
Continental Demountable Rims
Bosch High Tension Dual Ignition
Bosch Spark Plugs and Wiring
Long Stroke Motor
Cylinders Cast en bloc
Chrome Nickel Steel Transmission Gears
Complete Oiling Devices
Transmission at Rear Axle
Extra Long Crank Shaft Bearings
Low Hung Body
High Road Clearance
Take Down Simplicity of Motor
Hand-buffed Leather Upholstering
Roomy Tonneau

Wide Rear Seat
Brake Rods inside Frame
Extra Demountable Rim with Tire complete and Cover
Genuine Mohair Top
Dust Cover for Top
Nickelled Wind-shield
High-grade Speedometer
Treuffault-Hartford Shock Absorber
Gray & Davis Lamps
Shock Absorbers
Foot Rest
Rope Rail
Sight Gasoline Gauge
Auxiliary Gasoline Supply
Tire Irons, Tool Kit, Jack, Pump
Pressed Steel Tool Box
Nickel Plated Fittings throughout

NOTICE.

An up-to-date handsomely equipped GARAGE now under construction on Water Street, where full lines of repairs will be carried and EVERITT owners may ensure prompt and personal attention at all times.

CATALOGUES UPON REQUEST.

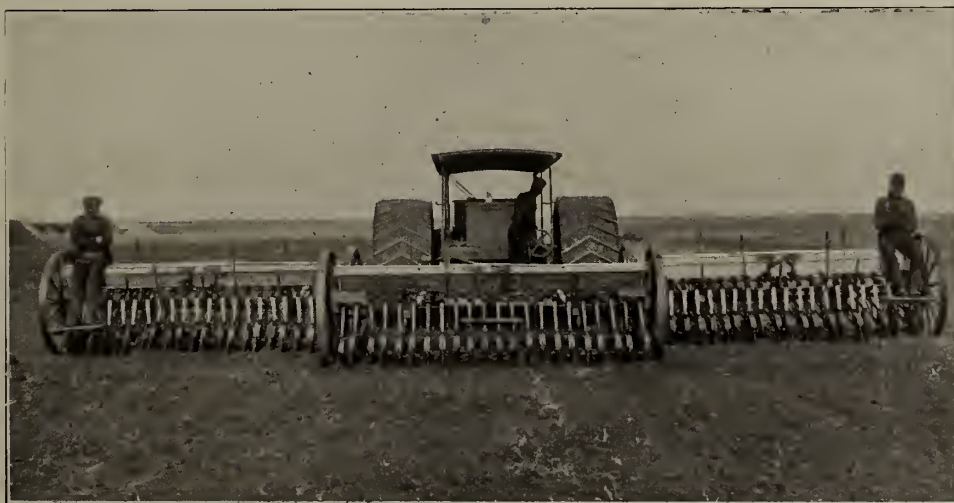
Sylvester Grain Drills

Manufactured under Stephenson's Patents, the most perfect Seeding Machine yet devised.

The Double Disc is universally pronounced to give the best satisfaction wherever used.

Made in sizes from 16 to 22 discs which are interchangeable. Drills are supplied with single disc or shoe if desired.

18 Sylvesters used on the Dutschem Farm (Canada's largest Farm) at Girvin, Sask., and more ordered for next Season.



Sylvester Four cylinder opposed gasoline plowing engine, 45 brake h.p.

This cut shows three Sylvester Drills operated on the Farm of Robt. Alexander, LaSalle, Man., drawn by a Sylvester Gasoline Traction Engine.

This engine has done record work the past season, and like Sylvester drills is a leader in its class.

It is powerful and economical of fuel.

The Sylvester is the best and most favorably known drill in the Canadian West, and 1912 machines guaranteed better than ever.

Manufactured and exclusively controlled by us

Tudhope Anderson Co., Ltd.

Winnipeg.

Brandon Regina Saskatoon Swift Current Yorkton Calgary Lethbridge

Calgary

R. B. Smith, manager here of the Gray-Campbell Co., Ltd., has returned from a business trip to British Columbia, including the coast.

A. W. Trickey, local manager of the Massey-Harris Co., spent some time recently in Southern Alberta and South-eastern British Columbia, visiting points as far as Fort Steele.

J. A. Brookbank, general agent of the International Harvester Co.'s Central Alberta branch, left recently for Chicago, where he will spend a few weeks at the head office and factories of his company.

W. J. McCallum, general agent of the Edmonton branch, is also visiting Chicago for the same purpose.

J. A. Latimer, Calgary manager of the Cockshutt Plow Co., and Jas. Hall, of the same firm, have returned from a business trip to British Columbia, including the coast cities, after having been absent about a month.

Several Calgary men were visitors to Edmonton during the last week in November, including J. A. Latimer, manager of the Cockshutt Plow Co.; A. W. Trickey, manager of the Massey-Harris Co.; L. B. Cravath, manager of the M. Rumely Company.; S. H. Roe, manager of the Tudhope Anderson Company.; and

W. E. Hall, of the Cockshutt Plow Co.

Another session of the Alberta legislature convened in Edmonton on Nov. 30th, and will likely be sitting for several weeks. A number of matters of importance to farmers and also to the implement companies will no doubt be dealt with at this session, further particulars of which will be furnished later.

E. A. Mott, Western general manager of the Cockshutt Plow Co., Winnipeg, visited the Calgary branch early in December, and in company with J. A. Latimer, manager of the Alberta branch, spent a few days in Edmonton.

S. H. Chapman, president of the Ontario Wind Engine and Pump Co., was one of the heads of the Eastern companies doing business in Alberta to visit Calgary recently. Mr. Chapman is quite pleased with the Alberta trade, which has exceeded their expectations, and has outgrown their present quarters here. It is the intention of the company to build a fine new warehouse in the spring on the property they purchased some time ago on 11th Avenue East. The building will be of brick with stone facings, 50ft. x 110ft., four storeys and basement, with excellent track facilities. It is the intention of the company to commence building just as early as possible in the spring.

L. P. Winslow, Alberta manager of the Ontario Wind Engine and Pump Co., spent a short time on business in Northern Alberta recently, also visiting a portion of the Wetaskiwin line, including Daysland and Provost.

A very sad and terrible catastrophe occurred in Strome recently, when Mrs. E. Harry, wife of the well known implement dealer at Sedgewick (Mr. Harry, of Harry and Le Riche), lost her life. She was starting a fire with coal oil when the can exploded, setting fire to her dress, and she died a few hours later from the burns. Mr. and Mrs. Le Riche had only been married since midsummer.

The M. Rumely Co. is another concern whose business in Alberta has necessitated their branching out more strongly in this territory, and they have now deemed it advisable to open an independent branch or general agency in Calgary to handle their Alberta trade, instead of dealing as a branch of Regina as heretofore. This branch as suggested is now an independent general agency dealing direct with La Porte, and L. B. Cravath has been placed in charge as manager, with B. A. McDonald, formerly of Regina, as assistant manager. Mr. Cravath is well known in Alberta, having had charge of the Southern Alberta block for that company for the past couple of years. O. N. Gilbert, who formerly had charge of Alberta for this company, retired some time ago to enter the real estate business in Calgary as a member of the firm of Gilbert and Creighton. The company has decided to build a fine large warehouse in Calgary another year, and B. G. Baker, Canadian sales manager at Regina, and President Dr. Rumely, of La Porte, are expected in Calgary early in December, to complete the details in connection with the new premises. The company has options on several properties in the city, and when the president and sales manager arrive they will decide definitely on just what will be done.

E. J. Fream, secretary of the United Farmers of Alberta, left a few weeks ago to visit certain manufacturing centres in Illinois, and it is said his commission had to do with an effort to bring farm machinery direct from the manufacturers to members of the U.F.A., giving the farmers the opportunity of buying at wholesale prices. Mr. Fream has just returned, but just what the outcome will be it is difficult to say at present.

A few days after the Calgary notes for the November issue of this paper had been sent forward a very radical change took place in weather and crop conditions. At the time the news was being sent for the November issue harvesting had been finally completed and threshing was getting well un-

der way, and fall plowing was being rapidly pushed forward. A few days later, however, the weather turned exceedingly cold, freezing the ground and preventing any further plowing and in addition a very heavy fall of snow suspended threshing operations also for some time. Only a very small proportion of the plowing had been done, and on a fair estimate not over 20 per cent of the threshing. This weather lasted for some time, but finally moderated, allowing threshing to proceed to a certain extent, although owing to the fact that a very small proportion of the grain had been stacked there will of necessity be a great deal of threshing not completed until spring. It is estimated that not over 35 per cent of the grain in Alberta has been threshed and it is not thought that this will be increased to over 50 per cent. during the winter, so that this fact, taken together with the unfavorable harvest conditions is leaving results for the year in a very indefinite position. Collections particularly are exceedingly backward, as naturally a large majority of the farmers have to depend on their threshing to meet their accounts. Consequently, the implement companies are the heaviest sufferers from present conditions. It is estimated that not more than 20 to 25 per cent on collections has been made up to date, whereas under ordinary circumstances the percentage should have been double this. Another result of these conditions will be the fact that in the spring there will be an enormous rush necessary to get the grain which is standing in stooks off the field to allow plowing to be done in order to get the grain in the ground at a reasonable time.

Get a Move On.

Don' stan' roun'a-waitin'
An' a-wishin' foh a prize;
De trouble 'bout it shets yoh eyes.

Don't tell what you is wantin',
Like you been deservin' it.
But jine de crowd an' hustle
Foh what you gwinter git.

Dis world is movin' rapid,
An' when de sun is riz;
Don' spen' yoh time a-thinkin'
How sperior you is.

De might haves and de ought-to-be's,

Dey doesn' count a bit;
You's got to keep a reachin'
Foh what you gwinter git.

—Washington Star

"Before the same wind two ships pass, one going one way, and one the other. You cannot control the winds, but you can control the rudder, and it is the rudder that counts."

It's a poor stationary engine that won't run.

Townsley's Lightning Arrester System

is the result of many years of painstaking research, and is scientifically correct. It is better than an insurance policy against Lightning.

Dealers cannot confer a greater benefit on their customers than by selling them an outfit that will make fire loss by lightning impossible.

Our new copper cable comes at greatly reduced prices.

Endorsed by Manitoba Fire Commissioner.

Get in line now. We want dealers in all unallotted territory. This is a money-maker.

Canadian Lightning Arrester and Electric Co., Ltd.

199 Main St.

Winnipeg, Man.

History Boiled Down.

The earliest official records show that John and Sebastian Cabot, sailing under commission from King Henry VII of England, landed in 1497 on that part of the present Dominion of Canada known as Cape Breton in Nova Scotia.

Gaspar Cortereal discovered and named the Labrador coast in 1500.

Jacques Cartier, of St. Malo, France, acting under the authority and patronage of Francis I of France, discovered, in 1543, those portions of the Dominion of Canada now called New Brunswick, Prince Edward Island and Quebec, and on his return to France presented the king with the first official record there is of the existence of these regions.

Captain Cook in 1778 gave the first authentic record of the discovery of Vancouver Island and the Pacific Ocean coast of the present Dominion.

Frobisher, Hudson, Parry, Franklin, Back, Mackenzie, Simpson, Vancouver and others, between 1576 and 1847 explored and named the north and north-west coasts of the Dominion.

Colonization was practically begun in 1605-8. In 1605 Baron de Poutrincourt established Port Royal (now Annapolis Royal, in Nova Scotia), the first actual settlement by Europeans. In 1608 Champlain founded Quebec.

That Tomato Tragedy

Now doth the amateur agriculturist flourish and wax proud at his Luther Burbank achievements. One such nursed a lone tomato plant from delicate and sickly infancy to robust maturity. With all a mother's tender care he ministered to the plant. He watered it, brushed the dust off it, pleaded with it, encouraging it to better things. Then one day a member of the family rushed into the house with glad tidings. There was a real tomato on the vine.

What an assemblage there was about that plant! The block was depopulated temporarily. Amateur agriculturists climbed on each other's necks to view the wonder. The head of the house inspected it through a magnifying glass. His spouse clapped her hands and exclaimed: "At last we shall have our own salad from our own vine." Even the watchman from a row of empty houses nearby was called to look, and he remarked solemnly that he "never saw such a large tomato on such a small vine."

Then came along one of those horrible practical persons who said it couldn't be, and had to have a closer look. He spoiled it all by his discovery that the tomato had been tied on with a string, and if you want to know who tied it on, ask the woman who lives next door.

1912 Will Be a Banner Year!

Hundreds of men have made their lives successful through having secured Agency appointments for our Company. We have made the lines we handle highly valued: everything we sell is honestly worth what it costs; nothing we handle is "nearly always right," or "always nearly right," but "ALWAYS ALL RIGHT." People have faith in us, and thus our Agents need not fear the rough-and-tumble of business rivalry and sharp competition.

It is not a question of SELLING OUR OUTFIT, but of placing it in the hands of the most desirable dealers,—live wires, fully competent to successfully demonstrate the superior quality of our line, ready and willing to handle the scores of prospective buyers in their section our 1912 advertising is sure to produce.

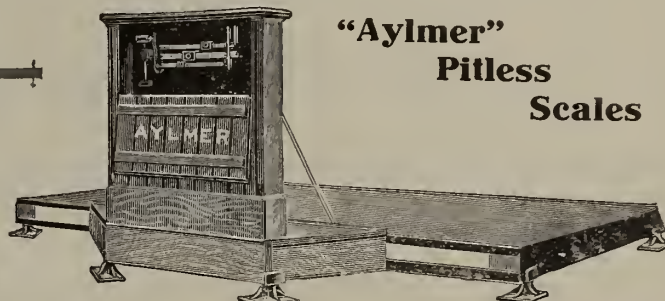
We will promptly communicate with those who are sincerely interested.

New Climax Well Drill



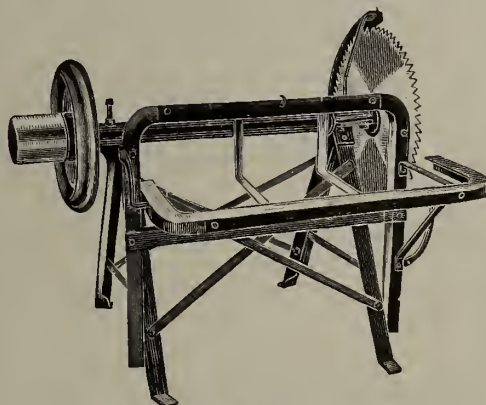
There's a Money SAVING and Money MAKING need for the Climax. It is a Well Drill as good as to set a standard for years. Good seller—good profit.

"Aylmer" Pitless Scales



Built as right and accurate as a life time of effort can make them Strong and simple in construction, the best Scales you could sell for weighing Hay, Grain and Stock.

The Airmotor Wood Saw



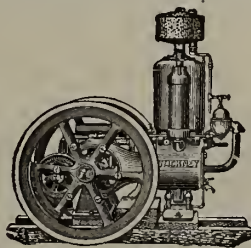
Strong, durable. Saves your customer much expense and many regrets. Dollar for dollar, there is nothing better made anywhere.

The Toronto Grain Grinder.

Guaranteed to give the satisfaction people aim for and pay for, renders perfect service. One of the best sellers you could handle.



The Stickney Gasoline Engines Stationary or Portable



A sale every time you tell your customer about the 57 reasons WHY the Stickney excels all others. They are explained in the "Stickney Catechism"—a great help in BUYING and in SELLING. Write for it.

The "Flour City" Tractor



Sell ONE—More orders will follow. More Flour City Tractors sold by COMPARISON with other makes than by any other means of advertising. Awarded TWO gold medals out of a possible THREE at the 1911 Winnipeg Contest.

We also handle: Wind Mills; Steel Towers; Steel Flag Staffs; Wood and Steel Tanks; Water Troughs; Wood and Iron Pumps; Hydraulic Rams; Brass, Iron and Porcelain Lined Cylinders; Well Casing; Wrought Iron Pipe; Tubular Well Supplies, etc.; Belting and Hose; Watering Basins; Cow Stanchions; Gas Pipe Cattle Stalls; Brass and Iron Fittings; Pipe Tools; Sinks; Hot Water Boilers; Pneumatic Pressure Tanks.

ONTARIO WIND ENGINE & PUMP COMPANY, LIMITED
TORONTO WINNIPEG CALGARY

Farm Progress in Belgium

The U.S. Department of Agriculture have just issued a bulletin on the results of agricultural extension in Belgium. A sudden awakening seems to have visited the North American continent, having for its focus the immediate and paramount importance of better agriculture by the great masses of those who farm the land. In consequence, comparison and investigation of what has been done in older countries along these lines has a vital interest for all. It seems to be generally conceded that intensive farming offers one of the most practical solutions of the high-cost-of-living problem, which it is argued, would disappear with a greater abundance of farm products.

In the province of Antwerp a great change has taken place in regard to the employment of farm implements. While in 1885, the farmers seldom had other implements than the simplest plows and harrows, and churns run by a dog mill, to-day they have centrifugal cream separators, Danish and Victoria churns, threshing machines run by horse power, and more perfect winnowing machines. On a great many farms one now finds the most modern plows, harrows, subsoilers, and the like; potato diggers, cutters and choppers of all kinds, and, in spite of the small fields, mowers and binders are making their appearance, and also hay turners and rakes drawn by horse-power, and on the larger farms seed drills and fertilizer distributors. Occasionally one now sees gasoline motors used to run the various farm machines.

Considerable progress has been made in the improvement of horses found on the farms, both for labor and breeding purposes, and still greater improvement in regard to milk and beef cattle and in the general sanitary conditions about the premises. In all cases the value of stock has increased accordingly.

Wonderful progress, amounting to a complete revolution in the dairy industry, has taken place during the past 25 years. In 1885 practically the only apparatus for dairy work on the farms were the old-fashioned churns. To-day, we scarcely find a farm

without a centrifugal cream separator, refrigerators, modern churns and other machines for the proper care and handling of milk and for the making of butter and cheese, and the larger farms now have their own ice machines. The co-operative and other creameries are now all modernized, and the dairy industry is the most perfect obtainable and has had a great influence in elevating agriculture as a whole.

A great improvement in the construction, arrangement, furnishing, sanitation and comforts of the houses has also been noted during the past 25 years. The farmers as a class live now in what would have been called luxury then. The same is also true regarding both food and raiment.

Peat Fuel in Sweden.

The use of peat as a fuel is of deep interest to Canadians, bearing in mind that vast areas of boggy land are available if the experiments now being conducted near Ottawa prove successful. The large quantity of coal imported to this country and the rapid depletion of poplar, birch, pine, and tamarac forests for fuel indicate that a supplementary resource such as peat would be of great value.

The American minister at Stockholm reports that there are immense deposits of peat in central and northern Sweden and an entire absence of coal deposits. Coal is now imported in large quantities, especially from England. It is expensive even at the receiving ports, and additionally so at manufacturing and mining points in the interior, to which it must be transported from the coast by rail. This has caused investigation of the peat deposits and of methods to utilize the peat for fuel. Many methods have been tried, among them the manufacture of peat briquettes and the making of peat gas. Some of these have promised well in the experimental stage, but have turned out to be impracticable or too expensive for use.

Added interest has been given to the subject by the recent success in smelting iron ores in electric furnaces, where electricity obtained from water power

is used for the reduction of ore. In that process some fuel must also be used, and it is believed that if, in addition to its value for raising steam and other purposes, peat can also be used in connection with the electric furnace, then the peat deposits would prove of great importance to Sweden, with her abundant water powers.

A new invention proposes to prepare the peat in the form of a powder which may be blown by an electric fan into the combustion chamber of a furnace or steam boiler. Heated air is used to carry the powder, and the combustion is said to be complete.

The experimental plant for the manufacture of peat powder was installed at Back, in the interior of Sweden, at a peat bog about eight feet deep. The digging machine first excavated a hole to make a resting place for itself on the solid bottom under the bog, and then, using a moveable track, pushed its way through the bog. The capacity of the machine was about 40 cubic yards of peat per hour. Alongside were laid moveable tracks and upon them small dump cars conveyed the peat to a field, where it was spread out to dry by exposure to the sun and air.

Swedish peat, when dug out of the bog, contains 90 per cent. water and 10 per cent. vegetable matter. The freshly dug peat holds the water with great tenacity. On exposure to the air it dries very slowly, and even powerful pressure by machinery fails to remove a great portion of the water.

The peat, therefore, is first spread out on a drying field, where natural drainage and exposure to the air removes about 30 per cent. of the moisture and leaves a material largely solid matter. The peat is then carried from the drying field by trolleys to the crushers. The first set of crushers consists of rollers supplied with toothed rings meshing with one another. The next set consists of two disks bearing iron pegs meshing with one another and making the product finer. From these the fine peat drops into a sieve, or bolting machine, and is bolted. From this the resulting powder is carried by a scraper chain to the top of the oven, the coarser results of the bolting being re-ground and re-bolted. The first bolting is said to yield about 50 per cent. of powder.

The temperature of the oven is not stated, but difficulty was encountered and overcome in applying sufficient heat to dry the powder without danger to a material so inflammable. After drying in the oven the powder is again bolted and packed in sacks. It still contains about 15 per cent. water, but that is evidently not considered enough to

interfere with its complete combustion and practical use as a fuel. The peat powder when finished must be all fine, of uniform pulverization, and free from vegetable fibres. The waste fibres can be sold for domestic use.

The cost of the finished peat powder is said to be \$2.25 per ton, but a considerable reduction of that figure is promised when it is manufactured on a large scale.

While in the published statements much is said about the use of peat powder making possible the reduction of iron ores containing titanium and vanadium, which can not be treated with coal for fuel, this statement should not be readily accepted; but the fact that peat can be reduced to a powder of good calorific value is, at least, interesting and possibly important. It may well be that the immense deposits of peat in Sweden, Finland and Northern Russia are to be utilized.

The Northern Steam Boiler Association reports trials of peat powder as fuel under steam boilers in the month of February last. For blowing the powder into the combustion chamber under a boiler an electric fan was used, for which one horse power was required. The air used was heated in the smoke flues of the furnace to about 200 deg. F. previous to blowing the powder into the furnace, and it was possible to regulate the amount of air and powder with great precision. It was found that one ton of coal was equivalent in "heat effect" to 1.397 tons of peat powder, the latter being of poor quality, and to 1.2 tons if better quality had been used. The "heat effect" of the boiler is stated to have amounted to an average of 75.31 per cent. when heated by peat powder and 64.17 per cent. when heated by coal. This is said to be partly because of the more intimate mixture of the heated air and coal possible when peat powder is employed and the more complete control of the proportions.

The cost results found in this experiment in raising the same amount of steam with peat powder and with coal are stated to be as follows: The ton of coal required to raise the required amount of steam cost \$3.95, and the 1.214 tons of peat powder required for the same amount of steam cost \$2.76. In using the powder, however, some coal is required for the start, the additional cost being 50 cents, bringing the total cost for the powder to \$3.26. Thus the saving effected in using the powder was 69 cents, or 17 per cent. The experiment was made at a point near the peat bog and the manufactory of the powder and not at a port where coal was cheapest, but the proportions of



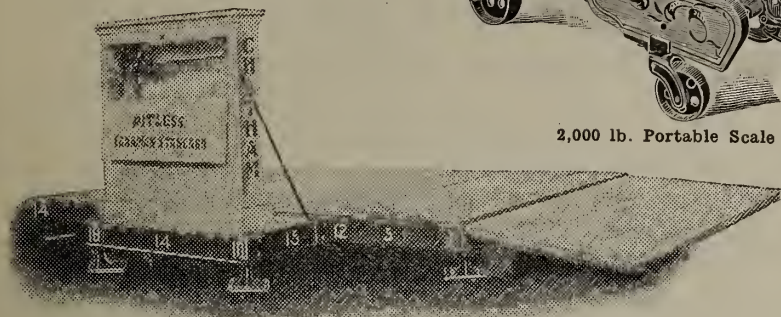
Mr. Dealer Cater Can Sell You

Wood or Iron Pumps cheaper than
any one in the West.

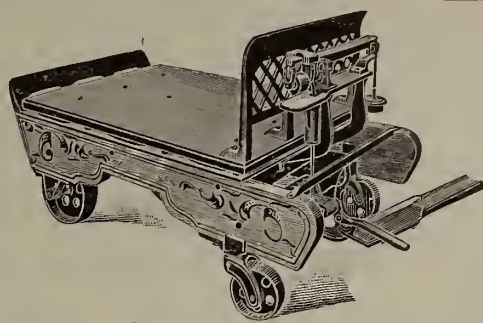
Get His Prices Before You Order
Brandon Pump & Windmill Works

Brandon Man.

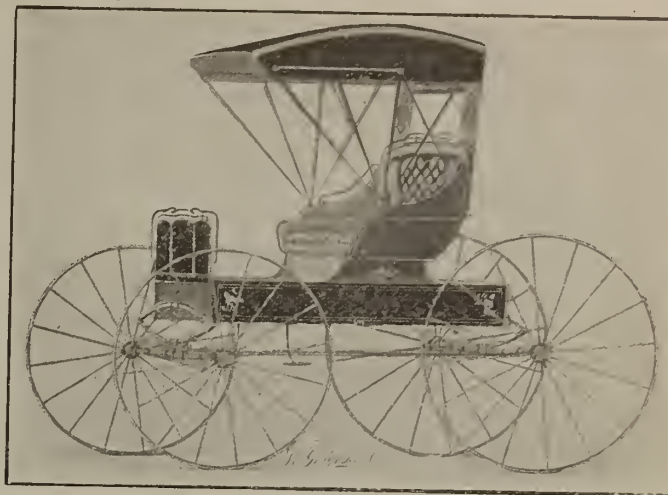




5-ton Pitless Scale



2,000 lb. Portable Scale



A Neat, Roomy Vehicle

Our Best Wishes for a HAPPY HOLIDAY SEASON

WE extend our thanks to the trade for their patronage during the past year, and wish them all happiness for 1912.

We are looking forward to a largely increased staff of agents and record sales during the new year.

All the lines shown herewith are well known.

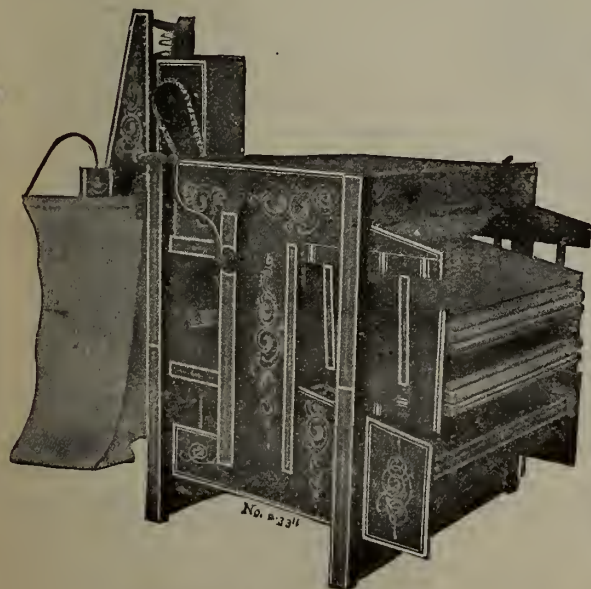
We invite dealers passing through Saskatoon, Moose Jaw and Winnipeg to inspect our stocks at these points.

GRAY-CAMPBELL, Limited

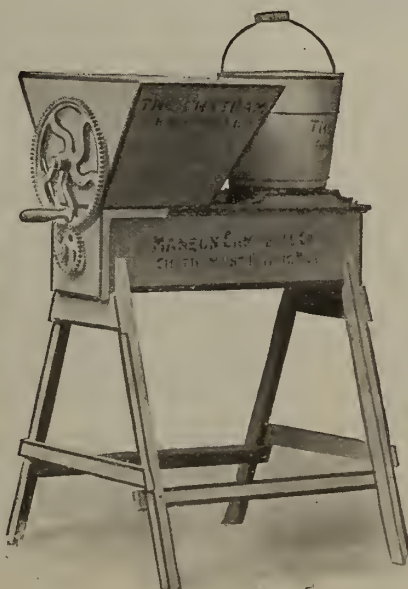
MOOSE JAW, Sask.

WINNIPEG, Man.

We also have Warehouses and complete stocks at Brandon, Saskatoon, Edmonton, Calgary



Made in 3 sizes, for Hand and Power



Campbell's Kitchen Cabinet—a Home Necessity

Life in the Antarctic.

The approach of winter gives a seasonable touch to the following brief extract from Lieut. Shackleton's address to the Canadian Club, Winnipeg, last year. Residents of the north-west can readily sympathize with the hardy pole hunters, for the Canadian prairies offer a fairly good imitation of Antarctic climates. Of course one does not feel it (!!) on account of the dry atmosphere.

After recounting a number of humorous experiences, in his career as explorer and as lecturer, Sir Ernest said:

"The Antarctic region is a very different place from the Arctic region. It is a very much colder place and the wind blows north for three or four days out of every week. The mean temperature is something like 18 degrees below the mean temperature of the northern region of the same latitude. There is no animal life down there at all

beyond the sea coast. Once you leave the sea coast you have got to drag all your food, and the nearest approach any one can make to the South Pole by ship is 730 miles. Within 500 miles of the North Pole there are 133 different kinds of flowering plants.

"As I said, when you go south from the sea coast you have to drag every ounce of your food. We used ponies and we were away for a long, long time. At one time we thought that we should get the pole, but when we had gone about 300 miles we came to a range of mountains, some of which went to a height of 14,000 feet. We had eventually to climb and climb till we got to a plateau of 10,000 feet above the sea. When we got up there we had the wind dead in our faces, and though it was in the height of summer, the temperature never once rose above zero. Frequently it was 49 deg. below. We were very comfortable in many ways. For one thing our boots gave out, and we got frostbitten through the holes. Then as we walked the wounds opened and shut like concertinas, and with almost the same painful effect. We were reduced to 18 ounces of food per man per day, and that was not sufficient to keep up our body heat, let alone supply muscle wastage.

"We were very hungry, in

fact we had been hungry for over three months, or at least we had only had one full meal in three months, on Christmas Day, and the effect of that only lasted for about a quarter of an hour. Our mind was always turning on food, we dreamed of food and talked of food all day long."

Sell an Honest Engine.

The implement dealer who desires to take up a line of gasoline engines to handle along with his other stock is confronted with certain problems that he must solve before he makes a move, lest he later on must face defeat. Usually the first question he has to consider is, where can he get an engine suitable to his trade and one that will "pass muster" in simplicity, ease of handling, power capacity and running qualities when compared with the best now on the market.

Almost every implement dealer knows of some tricks and unscrupulous tactics resorted to by some of his competitors to gain a sale and possibly a new customer. The fact that he has such competitors, says Farm Implement News, should remind him that the unscrupulous persons haven't all gotten into the implement trade, but that some of them are found in every line of trade, and that possibly they are found even among the manufacturers of gasoline engines. And that possibly the very engine he has had uppermost in his mind is made to sell rather than for satisfactory service. How is he to decide the question? Possibly he has no knowledge whatever on the subject. He may not have given the matter any consideration at all, and, therefore, he is not able to judge of the relative merits of the various makes of engines on the market. It is up to him, therefore, to use some means to

get at a safe and satisfactory conclusion in the matter.

The matter of handling a gasoline engine may have been brought to his attention only recently, and he has contracted a fever which leads him to believe that he is losing some good profits by not having an engine with which to supply his trade. He may be real anxious to act quickly since some customer wants an engine without delay.

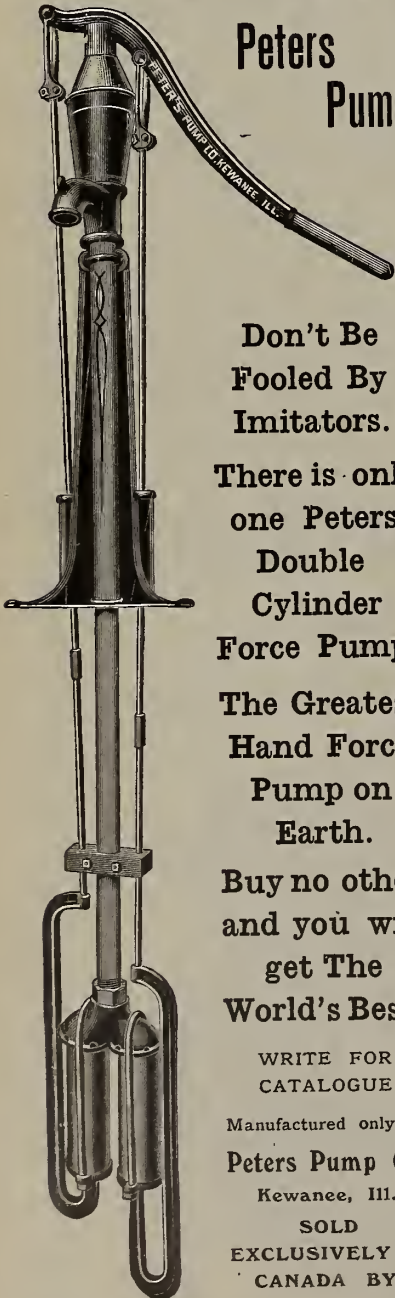
If he acts on this impulse he will quite frequently make a serious mistake both to his future chances in the gasoline trade and also make an enemy of the customer rather than a friend. The decisive point to be reached then is: Shall he act quickly and secure an engine regardless of its reputation, or shall he let the customer patronize some other dealer? Here is where many a dealer fails. The temptation to make the sale at all hazards is yielded to, and before the transaction is concluded, confidence in the gasoline engine, customer, and profit in the deal, all have vanished. In such cases, it is the part of wisdom for the dealer to wait until the fever abates and then go about the selecting of his engine with deliberation. To be prepared to select an engine intelligently means some study of the gas engine. The knowledge necessary to be acquired will take time. And from six months to two years can be profitably spent in gaining the information, depending of course, considerably upon the ability of the dealer and the energy he puts into the effort to gather the information.

A dealer had better sit composedly by and see a dozen gas engines sale go to his keenest competitor than to make the fatal error of selling one of his customers and friends an inferior engine, or even a good one before he has had time to thoroughly inform himself as to the care and proper handling of it. Almost every purchaser of a gasoline engine depends more or less on the dealer to start him and his engine off on good terms, and if the dealer is not prepared to do this, he had better postpone the handling of gasoline engines until he has placed himself in this position, whether the engine be good, bad or indifferent.

An honest dealer cannot afford to handle anything but an honest engine. And an honest engine is at a sad advantage in the

The Only Original

Peters Pump



Don't Be Fooled By Imitators.

There is only one Peters Double Cylinder Force Pump.

The Greatest Hand Force Pump on Earth.

Buy no other and you will get The World's Best.

WRITE FOR CATALOGUE

Manufactured only by Peters Pump Co. Kewanee, Ill.

SOLD EXCLUSIVELY IN CANADA BY

Tudhope Anderson Co., Ltd. Winnipeg, Regina, Calgary, Saskatoon

BEST SELLING SPECIALTY

Offered the Trade

LLOYD'S Handy Low-Down Suspension Spring Wagon Seat.



The Lightest, Handiest, Cheapest, and Most Durable Seat on the Market. Affords protection from cold winds

Implement Dealers will find this specialty a profitable side line. It appeals strongly to the farmer on account of its comfort. It is an easy seller and makes a wagon ride easier than a buggy.

For further information write the

Wawanesa Wagon Seat Co. WAWANESA, MAN.

FRAZER AXLE GREASE.



Not affected by Heat or Cold. Highest Awards at Centennial, Paris and World's Fair.

MANUFACTURED BY FRAZER LUBRICATOR CO., FACTORIES: ST. LOUIS, NEW YORK. NICHOLSON AND BAIN, Agents, WINNIPEG, MANITOBA.

Dowagiac Drills & Seeders Are the Leaders
REASONS WHY
ASK US NOW YOU SHOULD KNOW
DOWAGIAC MANUFACTURING CO. DOWAGIAC, MICH.

hands of an incompetent and uninformed dealer.

Therefore, when the dealer gets the gasoline-engine-sales fever he had better go slow and take time to learn about the handling and care of an engine, and at the same time inform himself of some standard engine that is available to him for the agency, and when he has determined to his own satisfaction that a certain engine is a worthy one and reliable, and he has confidence in his ability to handle it and to instruct his customer in the use of the engine, it is then plenty of time for him to act and secure the agency and launch into the matter of "tying up" gas engines and handing them out over the counter to his customers. I know that some of my readers will say that they started in the business of selling engines when they knew absolutely nothing about gas or gasoline engines or how to run them, nor had they any knowledge of the merits of the engine they sold, and yet they succeeded and got the knowledge above referred to while they were selling the goods. This may be true of some of them, but if the facts in many of these cases were understood, few, if any, could but admit that there were sad mistakes made in their early efforts that were avoidable, but which were expensive and cost them much if not all of their legitimate profit. An honest and careful business man usually succeeds after careful deliberation and a plan outlined for his guidance. A plunger may succeed by jumping headlong at a proposition, but quite often they come up against a bump that they were not expecting and which to them is insurmountable.

Just now comes to our mind a certain and hustling implement dealers' firm who had practically no opposition in their own town, and who were the terror of the dealers in their neighboring towns. They started to supply every customer in the county with a gasoline engine that they had hastily contracted to handle. One young farmer, however, had been carefully studying the different engines on the market and selected a good one for his own use, and purchased direct from the manufacturers. He started it up and ran it for a year after the implement firm had begun their wholesale business in gas engines, at which time several of his neighbors who had purchased of the dealers were ready to place an order with the young farmer for an engine like his, and were requesting the dealers to take their engine back. The farmer had no thought when he bought his engine of becoming agent for it, but posted himself simply for his own benefit as he supposed.

But within a year from the time he purchased his engine he was made the agent for it and sold practically all the gas engines that were sold in his territory, and his profits from sales were greater than his farm profits, while a receiver settled up the affairs of the implement firm within two years from the time they engaged in the sale of gas engines.

A woman's idea of a good figure depends upon whether she is thick or thin.

Progressive Chinese.

The most up-to-date factory in France, and perhaps in Europe, has, states a Paris despatch, been established there by a Chinaman, and all its employees are young Chinese. The factory aims at nothing less than the production of semi-artificial food, something like the famous nutritive pills of

the late Prof. Berthelot. The factory is established on a very solid financial basis, too, with a capital of \$400,000, all subscribed by Chinese imbued with modern ideas. All the machinery is of Chinese invention and manufacture, and the raw material for the foodstuffs of the coming millennium is imported from China.

The factory has been founded by a young Chinese, Li Yu Ying, 30 years of age, who is an expert chemist, engineer, scientific agriculturist, and a former student at the Pasteur Institute. He is the son of a former minister of state at Peking, and came to France in 1901. After spending some time at the Agricultural Institute at Chesnoy, near Montargis, he entered the Pasteur Institute at Paris. Here he studied alimentary subjects from a vegetarian point of view, and developed a number of formulae for improved and concentrated foodstuffs, for the production of

which he conceived the idea of establishing a factory near Paris. Two years ago he went to China to secure the necessary capital, and at once obtained \$400,000, half of which was subscribed by men in Government circles. A company was formed according to Chinese laws, with headquarters at Tientsin, and Li Yu Ying then returned to France to purchase the ground and establish the factory at Les Valleees, near Paris. It covers a vast area, and the machinery, as it arrived from China, was rapidly put in place. Special workmen, 24 in number, all native Chinese, were brought over, and are now employed at the factory. The products are extracts principally from the famous soya beans, and the amount of alimentary substances produced is astounding. We are told that they include milk, cheese, caffeine, oil, jellies, flour, bread, biscuits, cakes, sauces, and a variety of vegetables.

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is the biggest thing in the tractor world today. Throughout the length and breadth of the land every farmer knows it as the sign of The Big Four "30", the only tractor ever sold on approval with a Golden Rule Guarantee behind it, and every farmer knows that the reason why the manufacturers can afford to sell it that way is because it **never fails to make good.**

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Irrigation in Western Canada.

Irrigation may benefit the land in various ways. Most usually (1) by softening and disintegrating the soil in percolating through it; (2) by bringing additional plant food into it; (3) by facilitating the dissolving, preparing and distribution of the plant food already in the soil; and (4) by the oxidation of any excess of organic matter in the soil, leading thereby to the production of useful carbonic acid and nitrogen compounds.

Plant growth first requires the absorption of a considerable quantity of water to insure germination and transference of nutrients. The absence of sufficient moisture, from whatever cause, is greatly detrimental especially to those plants which in the growing state often contain from 70 to 80 per cent. of water. The need, therefore, of irrigation in dry countries is at once apparent.

It has been stated by reliable authority that "there are few farms that would not give a handsome return for artificial watering in a dry year, i.e., if the water could be obtained and applied at a reasonable cost. In many instances the products might be increased two, three, or even fourfold. The amount of moisture which farm crops require to insure their full development is greater than would be readily conceived, it having been found that an acre of wheat in five months and eighteen days evaporated through its leaves no less than 335¼ tons of water.

Owing to the nature of the profile of the country, the character of the soil, and a limited rainfall, large areas of the province of Alberta and Saskatchewan are being put under irrigation. The country, which is more or less flat, slopes away from the Rocky Mountains, which are the source of numerous rivers that extend eastward for hundreds of miles. These rivers provide almost unlimited supplies of water which may be drawn off at points in their decline to be conducted by

artificial channels to the fields of the plains.

Until a few years ago, large areas of Southern Alberta and Saskatchewan were considered of little value on account of the sparseness of the rainfall. The adoption of irrigation, on a small scale at first, entirely changed the opinion held concerning the country, and now districts once considered almost useless are highly valued and land is exchanging hands at high prices.

When irrigation was first practised in these provinces, there was no law regarding the use of water, and he who wished took from the nearest stream what he required, or thought he required, without permission or without making any record of the quantity taken. As settlement advanced, the attention of the government was drawn to the confusion that was certain to result as the practice became more general. In due time a bill was introduced into Parliament and passed under the title of "The Northwest Irrigation Act." Its essential features are:

(1) That the water in all streams, lakes, springs, ponds or other sources of water supply is the property of the Dominion Government.

(2) That the right to use this water may be obtained by companies or individuals upon compliance with the provisions of the law.

(3) That the uses for which water rights may be so acquired are:

(a) Domestic, which includes household and sanitary purposes and all purposes connected with the watering of stock and the operation of agricultural machinery by steam.

(b) Industrial, i.e., the operation of railways and factories by steam.

(c) Irrigation, and

(d) Other purposes than those above mentioned.

(4) That the individual or company acquiring such a water right shall be given a clear and

undisputable title to the right to the use of the water so long as he shall continue to apply it to beneficial use.

(5) Such rights may be forfeited by abandonment, waste or non-use.

(6) That holders of water rights shall have the protection and assistance of permanent government officials in the exercise thereof, and that all disputes and complaints in connection therewith shall be referred to and settled by such officials, whose decisions shall be final.

Each applicant for water rights is required to file with the Commissioner of Irrigation a memorial and plans showing clearly the source of water supply, the point of diversion, the character of the proposed works, and the land to be irrigated. He is required to own or control the land to be irrigated, or to enter into or submit to the government agreements for the supply of water to lands not owned by him. When it has been satisfactorily established, by actual inspection on the ground, that the project is feasible, not only from an engineering standpoint, but as a commercial proposition, authority is given for the construction of the works and a date fixed for their completion.

Upon the completion of the works the law requires that they shall be inspected by a competent engineer in the employ of the government. If, after such inspection, the works are found to be constructed in accordance with the plans filed, the Commissioner of Irrigation so certifies and a license is issued authorizing the applicant to divert a sufficient quantity of water, at the rate of one cubic foot per second for each 150 acres, to irrigate the irrigable land shown on his plan. The water then becomes appurtenant to such land and may not be transferred or used upon any other land without the written consent of the government. The license remains in effect for as long as the

works are maintained in good condition and the water is used for the purpose for which it is granted, but provision is made for cancellation of the license for abandonment or non-use.

Penalties are provided in the Act for using water without authority in excess of what is granted by license. Ample power is given to the Minister of the Interior to make such orders and regulations as may be necessary to carry on the provisions of the Act, and to meet any cases which may arise and for which no specific provision is made.

Aside from the larger projects under construction by companies, there are 390 separate irrigation schemes in Alberta and Saskatchewan. These are classified as follows:

	Acres
192 licensed schemes, irrigating	51,700
167 authorized (uncompleted)	
schemes to irrigate	64,000
31 applications	11,500
390	127,200

The larger projects being developed are those of the Canadian Pacific Railway Company, the Alberta Railway and Irrigation Company, and the Southern Alberta Land Company. These three concerns control an irrigable area of about 2,000,000 acres of land.

Two young ladies boarded a crowded tramcar and were obliged to stand. One of them, to steady herself, took hold of what she supposed was her friend's hand. They had stood thus for some time, when on looking down, she discovered that she was holding a man's hand. Greatly embarrassed, she exclaimed: "Oh, I've got the wrong hand!"

Whereupon the man with a smile, stretched forth his other hand, saying:

"Here is the other one, miss."

Many a man who claims to be self made has a wife who superintended the job.

THE "BIG HIT" ASSORTMENT OF CLARK HEATERS

Sell Fast on Cold Days



This assortment consists of the following:—

- 2 Clark "Leader" all metal heaters, 2 Clark No. 5B carpet covered heaters,
- 2 Clark No. 7D triangular carpet covered heaters with side and end ventilators,
- 6 dozen Clark brickettes, best quality.

Order one or more of these assortments now and display them when the first cold weather comes along and you will be surprised at the way in which they sell. All leading jobbers in Canada supply them. Write for our new 1912 Catalogue

Chicago Flexible Shaft Co., 237 ONTARIO STREET CHICAGO

These Points Will Help You Sell I H C Tractors

Analyzing the official figures as given out by the Judges of the plowing contest at Winnipeg point for point, the result shows the following about I H C tractors:

1st, SIMPLE MECHANISM:

Of all the eight I H C tractors entered, not one was obliged to stop for any defective part, breakage, readjustment, or miring.

2nd, NUMBER OF PLOWS:

The only tractors to start out with ten 14" plows and finish with ten plows, taking them out only at the turns, were the three I H C 45s. This was done using either gasoline, or kerosene, for fuel. There was no difference in power. The only entry that hauled ten bottoms and finished its test without once stopping the engine, was an I H C 45.

3rd, MINIMUM FUEL COST:

The cheapest acre plowed during the contest was by an I H C 25-horse power Titan, for 31½ cents. Of the five other tractors entered in this class, three of them burned more than twice as much fuel as the I H C. The nearest approach to the I H C in this class was 45 cents per acre. The second cheapest acre plowed with gasoline was by an I H C 45 Titan, in class C. This drew ten plows through the heavy gumbo prairie at a cost of only 35-6/10 cents per acre. In the kerosene class, our Titan 45-horse power, the only large tractor entered by us in this class, reduced the cost of plowing an acre from 31-1/2 cents for gasoline to 29-3/10 cents using kerosene. These cost figures are liberal, as gasoline was estimated at 20 cents per gallon, and kerosene at 12 cents per gallon.

4th, ACRES PER HOUR:

The highest number of acres plowed per hour was by an I H C 45, burning kerosene. This tractor, drawing ten plows, turned 2.74 acres in one hour. This is a record. During the entire contest, all of our 45-horse power tractors, whether burning gasoline or kerosene, plowed well over 2-1/2 acres per hour, whereas only one other internal combustion engine even approached the 2-1/2 acre mark.

Figuring out that our tractors were breaking more prairie per hour than any other tractor at a less cost per acre, you can understand why it is that the Winnipeg Contest proved that the tractor we sell is the tractor that the farmers most need.

Isn't that the kind of tractor you want to sell? If you need further argument to be convinced, write to our nearest general agent or have one of our blockmen call on you. The I H C line of tractors includes 12, 15, 20, 25, and 45-horse power sizes.

Canadian Branch Houses: Brandon, Calgary, Edmonton, Hamilton, Lethbridge, London, Montreal, North Battleford, Ottawa, Regina, St. John, Saskatoon, Weyburn, Winnipeg, Yorkton.

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U S A



I H C 20-H.P. Mogul Gasoline Tractor and 4-Furrow Plow



I H C 25-H.P. Titan Gasoline Tractor and 5-Furrow Plow



I H C 45-H.P. Mogul Gasoline Tractor and 10-Furrow Plow



I H C 45-H. P. Titan Gasoline Tractor and 10-Furrow Plow

The Farmer's Power Plant

If every implement dealer were able to direct and assist his patrons in equipping their farm power plant, there is little doubt that machinery driven by gasoline engines would be more popular than it now is. The mere fact of a dealer being in a position to say: "I will install your engine, line up the shafting, and arrange your separator, feed grinder and other belt driven machines to best advantage," would be a very strong inducement to a prospective customer who was not quite sure of his own ability to do these things.

Here are a few of the general principles which should be followed in planning the power house.

In the first place, as the engine is the most important machine it should be installed in a separate room, shut off from the remainder of the power house. The engine should be so placed that all sides of it are accessible—at least three feet from any wall—and should be in a well-lighted, well-ventilated room, one that can be heated in the winter time. If the engine is crowded into a corner, it is impossible to get at all the parts, either for cleaning or repairing, so that the

outfit becomes a source of inconvenience.

The gasoline tank should be located outside of the engine room about eight or ten feet distant. If this tank is properly installed in the ground, it will be insurance against fire risk, and it will be kept cool in summer, so that the gasoline will not evaporate.

In the engine room might be located the grindstone, emery wheel, drill, and work bench, so that this room becomes a workshop. If a dynamo is used to furnish light for the house, it can also be located in this room.

The remaining space in the

power house should be divided into two rooms. In one room locate the grinder, cutter, and fanning mill.

The room containing these machines should be tightly partitioned off from the rest of the building, because these machines when in operation create dust, which would interfere with the successful operation of other machines.

In the third room can be located the churn, cream separator, washing machine, pump, dairy table, and a large washing trough. This room then becomes the dairy.

All these machines in the power house should be driven by belt from line-shafting which is set overhead or hung from the ceiling by brackets.

When an engine of four horse power or less is installed, 1½ inch shafting will be found adequate. If a larger engine is installed, 2 inch shafting should be used.

All high speed machines should be firmly bolted to the floor and driven by permanent belts. Other machines can be moved about if necessary and a belt slipped on when needed. Locate machines as near the line shafting as possible, in order to avoid long belts. The center line of the engine must be exactly at right angles to the shafting, and the engine pulley should be in line with the driven pulley. It is often convenient to extend the line shaft through the end of building, in order to run a wood saw or out-door machinery.

Red Paint.

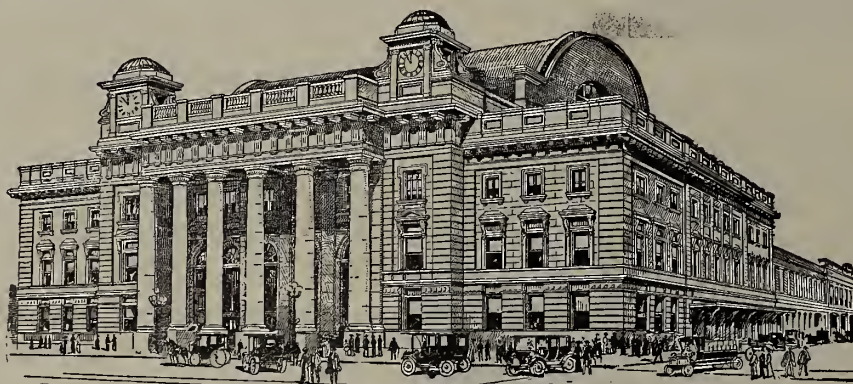
Walt Mason.

I have painted towns and cities in the good old fashioned way, and I tell you, William Henry, that such painting doesn't pay. I am in the sere and yellow, and my life's not worth a darn; I am working as the butler of a fourth-rate livery barn; I am everybody's servant, butt for everybody's jeer; even mules reach out and kick me when they see me standing near. I might own this blooming village—that is truth without a taint—if I only had the money I have blown for crimson paint. I might ride in chugchug wagons, I might cut all kinds of dash, if those scarlet decorations could be realized in cash. To us poor old worn out codgers memories are running sores; we are running trifling errands, we are doing childish chores, taking kicks and jeers and curses for the pennies that they yield, just to keep our bones together till we land in Potter's Field, and our thought of youthful folly makes us sick at heart and faint—we might live in peace and honor, but for ventures in red paint!

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Lv. SAINT PAUL . . .	9:00 a.m.	7:00 p.m.	8:30 p.m.	*11:30 p.m.	Lv. Superior	6:35 p.m.	5:05 p.m.
Ar. CHICAGO	9:30 p.m.	7:05 a.m.	9:00 a.m.	11:59 a.m.	Ar. Chicago	8:15 a.m.	8:15 a.m.

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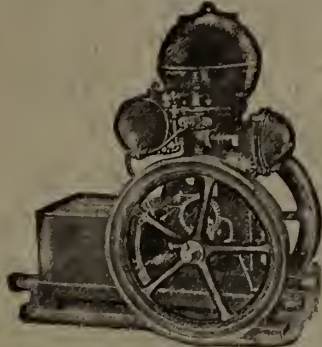


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